

VOLUME 119

NO. 13

# LEATHER and SHOES

APRIL 1

1950

TECHNOLOGY DEPARTMENT

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SHOEMAKERS

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# Some plain facts

## about welt shoe innersoles

If you are a maker of welt shoes and are using conventional channeled leather innersoles you know how costs have soared. You know also that if you could switch to a very light leather innersole or to a light synthetic innersole you could effect substantial savings.

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**Prime Manufacturing Co.**  
LYNN, MASSACHUSETTS



**Russia getting the dollars from satellite trade with West.** For instance, exports of China hog bristles sharply down, but Russia shipping 30 times more. Russia takes Chinese bristles, pays little or nothing to Chinese, then sells these to West, getting dollars for self. Very possible that U. S. may see this applying to Chinese goatskins soon.

**Probable, too, that Russia getting large share of dollars earned here from Czech shoe imports.** More and more of Czech economy being geared to Russian needs. In 1947, Czechs shipped \$25 mills. in goods to Russia; in 1948, \$120 mills.; in 1949, \$200 mills.; estimated for 1950, \$250 mills. In 1949, Russia took 40% of Czech exports, but supplied only 15% of Czech's imports.

**Dollars from Czech shoe imports to U. S. vital to Czech economy.** Czechs can't buy machinery and equipment from U. S., so must pay black market prices to S. America and Far East. While Russia prods Czechs for higher output, Czechs hamstrung for plant and equipment to achieve quotas as Russians take Czech dollars needed for raw materials and equipment purchased from "capitalistic" West. U. S. reduction or elimination of Czech shoe imports would be hard blow to Czechs, but worse to Russia.

• • •

**10% gain in employment of production workers** in shoe and leather industry during Feb. encouraging note. Figures bear out earlier forecasts for healthy shoe production during first six months of year. Rate of gain in Feb. double over year ago with steady rise reported from 342,000 in Dec. to 348,000 in Jan. and 358,000 in Feb.

**Shoe production for the first quarter of 1950** almost four million pairs more than last year. Preliminary estimates place Jan.-March output at 121,900,000 pairs, a gain of 2.6 percent over corresponding 1949 period.

**Look for gain in production over last year** to continue over next four months through July. Big impetus to come in May when large manufacturers launch Fall shoe production. Good chance that total shoe output by end of July will be 5-10 million pairs above first seven months of 1949. After that comes tapering off period with year's total output dependent upon how sharp production decline proves.

• • •

**Marked improvement in injury-frequency rate for tanning industry** reported for 1949. Labor Dept. finds 19.1 disabling injuries per million employee-hours worked during year against 27.4 in 1948 and 29.4 in 1947. Drop in accidents due largely to plant safety programs, stimulated in many cases by Tanners' Council.

**Emphasis on safety** also evident in shoe manufacturing plants. 1949 injury-frequency rate was 8.7 per million hours, slightly above 8.4 rate in 1948 but well below 9.6 in 1947. Rubber boot and shoe manufacturing industry

showed improvement with 4.8 rate in 1949 as compared to 6.3 in 1948 and 9.8 in 1947.

• • •

**Recent hearings on Industrial Waste Ordinance by Chicago Sanitary District** commission serving to focus tanner's attention on waste disposal. Although Chicago proposal would place unfair burden on tanners, problem requires early solution by industry as a whole before national and state legislation is enacted.

**Stream pollution receiving increasing attention from various states.** Last year, eight states passed legislation to tighten anti-pollution laws. Both state and national governments trying to stimulate cities to build needed sewage treatment plants. House Ways and Means Committee now considering legislation to ease tax laws and clear way for full-scale attack on pollution-waste problems. Idea is to contract amortization period for waste treatment works at individual factories from 25 to five-year period, encourage industry to sink more money into waste treatment research and equipment.

• • •

**Ireland planning to cash in on American salesmanship** idea suggested by ECA. Customs-free shopping center to be set up this Spring at Shannon airport where 4500 planes stop every year. Sales of Irish goods and commodities from many other countries, including leather goods from Italy, will earn for Ireland many urgently needed dollars. All items except Irish goods payable in sterling must be paid for in hard currencies.

**Significance of center**, only one of its kind in the world, is to allow inbound passengers to send home articles made in countries they do not visit. Goods will be displayed in revolving showcases, ordered and shipped to U. S., and may be included in \$500 worth of European goods which may be imported duty-free. If project proves a success, other European airport centers will follow suit, with emphasis placed on luxury items such as leather goods.

• • •

**Miscellany: . . . Labor leaders are telling Senate Finance Committee** that old age and survivors' pensions should be increased along lines approved by the House unless industry is willing to face new and concentrated drive for industrial pension plans . . . **Manufacturers' sales of leather and products** continued mildly downward trend in Jan. as value of inventories climbed. Jan. sales were \$238 million against \$242 in Dec., \$254 in Dec. Last year, Jan. sales were \$256 million, rose to \$288 million in Feb. . . . **New exporters' directory** prepared by ECA will list products and services of 15,255 small U. S. suppliers for information of Marshall Plan countries. Directory, to be printed in English, French, German and Italian, possibly in Greek and Portuguese, expected to give smaller U. S. manufacturers larger share of ECA orders.

# EDITORIAL

## Sell 'Em "Fresh" Footwear

**I**F THERE'S one thing that characterizes the American public it's a fetish for cleanliness. The U. S. has more bathtubs than all other countries combined. Americans take more baths, use more water for personal hygiene purposes, than the whole world put together. We use more soap, more laundry and dry cleaning services, more spit and polish, than the entire world.

Americans are constantly barraged with educational literature and advertising about clean teeth, breath-wash, rinsed hair, shined boots, spotless clothing, body odor. Tens of millions of dollars annually are spent by the American public to buy scores of products aimed at personal hygiene, at keeping the individual clean and sanitary. Americans have almost more fear of dirt than war.

Now, this national cleanliness complex holds a golden merchandising opportunity for the shoe and leather industry. It is an instrument with which many more pairs of shoes can be sold each year—provided, of course, that the idea itself is sold effectively to the public.

The worn shoe is the dirtiest, most unsanitary article of clothing used by Americans. It contains grime, dirt and filth of every description. It is an incredible carrier of germs—a carrier into homes which are kept meticulously clean otherwise. A carrier of germs on rugs and floors where children and infants play. A carrier of germs into hospitals and the offices of doctors and dentists where conditions of impeccable sterilization are virtually a religion.

A shoe contains darkness, heat, dampness and dirt—the ideal conditions for the breeding of harmful germs such as those causing athlete's foot, now as much an American institution as baseball and the hot dog.

A shoe, because it is a protective enclosure for the foot, at the same time often sets up offensive odors emanating from the foot. Many shoe closets could well do with an Air-Wick. Certainly this is not in keeping with the cleanliness complex for which Americans are noted.

Lastly, a shoe harboring all these unsanitary conditions is certainly not conducive to the best health interests of the foot. Personal hygiene of the feet is just as important as for the neck and ears.

Now, this is a tremendously powerful and impressive story to tell the American public. The idea: to make the American public *sanitary-conscious of their shoes*. If the public becomes more conscious of the anti-hygiene evils lurking in its shoes, *it will tend to make more frequent shoe purchases.*

The average individual buys shoes primarily because of one of two reasons, or both: the old shoes have worn out; the desire for a new style. In some cases (such as in men's or boys' shoes), style is not a prime motivating force, and it boils down that new shoes here are purchased chiefly when old ones wear out.

But why shouldn't shoes be purchased on the basis of *sanitary need*? Why shouldn't the sanitary factor—along with wear and style—be a prime motivating force in shoe purchases?

Many people own two pairs of shoes—one for "dress" and one for "everyday wear." Women, of course, may own two or three pairs for dress. But what happens to the "dress" shoes when they're no longer relatively new? They move over to the "everyday wear" department. The shoes worn by women "around the house" would often make the wearers blush if the unsanitary conditions of those shoes were pointed out. The

same goes for a man working in a factory.

These very same people will use a scrubbrush and toothbrush religiously; will use underarm deodorants; demand that their white linens be spotless. Millions of dollars in radio, magazine and newspaper advertising is expended on one item, soap, and selling one theme, personal hygiene and cleanliness. As a result of this "educational" selling, the average American, if presented with a choice between a bar of soap and a good dinner would select the soap.

The theme of sanitary shoes has never been sold—despite the fact that the American public is unbelievably receptive to the personal hygiene theme. Thus, we are confronted with a wonderful merchandising opportunity. Many years ago the firm that manufactures Paris Garters for men nationally advertised a theme: "If you wore your garters around your neck you'd change them more often." As a result, sales of men's garters skyrocketed. Why? The inherent male consciousness of personal hygiene was sharply stimulated. The theme touched a magic button of public response.

The shoe industry has a powerful arsenal of merchandising material to sell this idea. Not only does it have a receptive public for the theme to begin with, but the theme is interlocked with health, another vital area of public interest and response. There is an enormous amount of authoritative medical literature available to demonstrate the unpleasant results of unsanitary footwear. For example, the incidence of athlete's foot is much greater under unsanitary shoe conditions than when the shoe is clean.

It has been estimated that at any given moment during the day, perhaps 100,000,000 of America's 150,000,000 people are wearing shoes not conducive to the best interests of personal hygiene. The only trouble is that no one has made these 100,000,000 conscious of the fact.

Few shoe men may realize it, but the average pair of worn shoes carries 8,000,000,000,000,000,000,000,000 potentially harmful germs. Some medical mathematician figured it out. Anyhow it's enough to scare hell out of anyone—and perhaps scare 'em into buying a pair of "fresh" shoes (why not sell them as "fresh footwear" instead of merely a "new" pair of shoes). It's good for the shoe industry. More importantly, it's good for the American public.

### NOTICE

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**McELWAIN LOW BIDDER ON 120,000 PRS. NAVY OXFORDS**—Eleven shoe manufacturers bid on Navy invitation.

**EWING HITS X-RAY MACHINES**—Federal Security Administrator warns shoe retailers and customers that use of machines may be dangerous. Says children most susceptible to damage.

**FRANCE SETS CALFSKIN QUOTA AT 1000 TONS**—French Govt. takes steps to assure delivery of official quota to U. S. tanners. Reaction mixed here.

**N. E. SHOE FOREMEN ELECT LA TORRE PREXY**—Luncheon-meeting held by NESFA proves highly successful. New officers elected for 1950.

**TANNERS' SALES, PROFITS SHOW LOSS IN 1949**—Net sales of first eight firms to report off 17.6%, total profits plummet 80.4% below 1948.

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# NEWS

## Jan. Shoe Output Up 13%

Footwear production during Jan., 1950 totaled 39 million pairs, an increase of 13 percent over the 34 million pairs turned out in Dec., 1949 and five percent more than the Jan., 1949 output of 37 million pairs, the Bureau of the Census reports.

Women's shoes, sandals and playshoes, comprising 46 percent of month's total output, approximated 18 million pairs or 34 percent above the 13.4 million pairs produced in Dec. and 8.5 percent above the Jan., 1949 total of 16.5 million pairs. Women's dress and work shoe output totaled 12.3 million pairs while san-

dals and playshoes amounted to 5.6 million pairs—approximately 28 and 50 percent higher respectively than in Dec.

House slipper production reached 2.4 million pairs, a loss of over one million pairs from the 3.5 million pairs manufactured in Dec. but slightly above the 2.2 million pairs produced in Jan., 1949. Shipments of 38.4 million pairs of all footwear during Jan. were valued at \$135 million, an average value of \$3.50 per pair. This compares to an average value per pair of \$3.50 in Dec. and \$3.68 in Jan., 1949. Following are comparative production figures.

| Kind of footwear              | Production                    |                        | Percent of change |          |         |
|-------------------------------|-------------------------------|------------------------|-------------------|----------|---------|
|                               | January 1950<br>(preliminary) | Dec. 1949<br>(revised) | January           | December | January |
| Shoes and slippers, total     | 38,633                        | 34,124                 | 36,921            | 13.2     | 4.6     |
| Shoes, sandals, and playshoes | 35,753                        | 30,129                 | 34,327            | 18.7     | 4.2     |
| Men's                         | 8,192                         | 8,025                  | 8,677             | 2.1      | — 5.6   |
| Youths' and boys              | 1,209                         | 1,274                  | 1,181             | — 5.1    | 2.4     |
| Women's                       | 17,887                        | 13,374                 | 16,485            | 33.7     | 8.5     |
| Misses'                       | 2,655                         | 2,161                  | 2,517             | 22.9     | 5.5     |
| Children's                    | 2,455                         | 2,155                  | 2,312             | 13.9     | 6.2     |
| Infants'                      | 2,266                         | 2,050                  | 2,039             | 10.5     | 11.1    |
| Babies'                       | 1,089                         | 1,090                  | 1,116             | — 0.1    | — 2.4   |
| Slippers for housewear        | 2,446                         | 3,562                  | 2,177             | —31.3    | 12.4    |
| Athletic                      | 220                           | 220                    | 236               | ...      | —6.8    |
| Other footwear                | 214                           | 213                    | 181               | 0.5      | 18.2    |

Minus sign (—) denotes decrease.

## Army Seeks Bids On 35,004 Pairs Tan Oxfords

The New York Quartermaster Purchasing Office has issued QM-30-280-50-607 calling for bids on a total of 35,004 pairs of tan low quarter shoes. Bids will be opened at 11:00 a.m., April 17, with delivery in 100 percent overseas pack to be made to the Philadelphia Quartermaster Depot as follows: 14,388 pairs on or before June 30, 13,932 pairs on or before July 31, and 6,684 pairs on or before Aug. 31.

## Navy Seeks 1500 Pairs High Black GP Shoes

The Navy Purchasing Office, New York City, has issued invitation No. 6307 calling for bids on 1500 pairs of high black General Purpose shoes. Bids will be opened publicly at 10:00 a.m., April 24 with delivery to Brooklyn Naval Depot within 30 days after receipt of first order.

Additional orders are to be delivered at the same rate but will begin after completion of the first order, in such quantities of each width and size ordered from time to time beginning July 1, 1950 and ending June 30, 1951. However, no deliveries will begin before July 1, 1950.

## France Sets Calfskin Quota At 1000 Tons

Spurred on possibly by complaints of U. S. tanners, the French Govt. has increased its quota on calfskin exports to the U. S. during 1950 to 1000 tons.

The Office of International Trade, Dept. of Commerce, has disclosed that under the 1950 quota, 500 tons will be licensed for export to the U. S. during the first six months of the year and the remainder of the last six months. French authorities explain this division as intended to permit buying for export to the U. S. with-

out seriously affecting the French hide and skin market.

Official licensing regulations covering calfskins were due for issue this week with the French Govt. due to begin actual licensing in April. Export licenses will probably be granted on the basis of firm contracts with U. S. tanners. Skins will be distributed to tanners here according to size and capacity of each firm.

Under 1950 regulations, each application for an export license will require the name of the U. S. tanner to receive the skins. Under last year's licensing procedure, some calfskins intended for U. S. tanners actually went to other countries.

## Europe's Shoe Industry Far Below U. S.-Kamborian

Despite the fact that the European shoe industry is still far below American standards of efficiency, there has been no concerted effort at improvement, according to Jacob S. Kamborian, president of International Shoe Machine Corp., Cambridge, Mass. Kamborian returned recently from a business trip through most of the shoe-producing areas of western Europe.



JACOB S. KAMBORIAN

"Fear of unstable governments and currencies might be the chief cause of present poor production," Kamborian said, "but with the U. S. continuing to subsidize all western Europe, there is little hope that the natives there will assert themselves. There seems little incentive to long-term planning."

This fear of long-term planning, which prevents individual firms from growing, permits many small firms to operate with moderate success, Kamborian reported. France alone has a reputed 7000 shoe manufacturers with a population of only 40 million, in contrast to America's 1100 shoe manufacturers and 150 million people.

Although there is no shortage of good leather and other shoe materials, cost of these is high. Kamborian noticed a strong trend toward slip-last California process machinery, with a third of all shoes displayed in store windows of leading cities being California. "Shoe factories have plenty of older type equipment," he said, "but little that is new outside of California equipment. The field is wide open for good shoe machinery of modern design."

Even with present equipment, production could be doubled or tripled in many plants, ISMC's president stated. "By specializing in one or two styles, small factories could easily cut costs in half. But even shops producing some 200 pairs weekly vie with one another in bringing out different styles with the result that dozens of different styles will be going through a plant at one time."

### Jan. Hide & Skin Imports Valued at \$7,500,000

Imports of hides and skins in Jan. were valued at \$7,500,000, a gain of one million dollars over the preceding month and nearly two million ahead of Jan., 1949, the Census Bureau reports.

Imports of finished leather manufactures were valued at \$800,000, exactly the same as a year ago, while semi-manufacture leather imports were at \$1,700,000, a gain of \$200,000.

Exports of semi-manufactures of leather were valued at \$1,900,000 for Jan., 1950, as against \$2,200,000 for Dec. and \$3,700,000 a year ago Jan. The monthly average of such leather exports for 1949 was \$2,400,000 in value compared with \$1,100,000, the 1939 monthly average value.

### Tanners' Sales, Profits Show Loss In 1949

Sales and profits figures of the first eight tanners to report their 1949 figures show an appreciable decrease from 1948, according to an analysis prepared by the New England Shoe and Leather Assn. Net sales of all eight firms during 1949 totaled



#### Newly Appointed

... production manager of plant now being erected by N. I. Malmstrom & Co., Brooklyn, N. Y., for the manufacture of tanning, oil and cosmetic chemicals from wool grease is Thomas B. Richey, Jr. Richey received his Chemical Engineering degree from Columbia University in 1939. He has been employed for the past 10 years as Chemical Engineer in production and development of chemical processes for the Electro Chemicals Dept. of E. I. DuPont de Nemours & Co.

### St. Louis Banquet To Feature Sophie Tucker

Sophie Tucker, "last of the Red Hot Mammas" will be featured entertainer at the banquet held April 23 at the Hotel Chase, bringing to a climax the Fourth Annual Fall Showing of the St. Louis Shoe Manufacturers Assn., according to Arthur H. Gale, Assn. secretary. The entire Chase Club will be turned over to St. Louis shoe manufacturers and their guests for the banquet.

At a luncheon to be given April 24, at the Hotel Statler, principal speakers will be Marjorie Wilten, ad-

\$129,278,227, a drop of 17.6 percent from 1948 while total profits were \$1,112,816 or 80.4 percent less than combined profits the year before.

Three of the eight firms reported a net loss for the year while the average rate of return of net income to sales for the five companies which showed a profit equalled 3.3 percent. Following are comparative figures.

|                              | 1949          | Net Sales      | Net Profits | Per Cent Change 1949-1948 | Ratio of Profit to Sales in 1949 |
|------------------------------|---------------|----------------|-------------|---------------------------|----------------------------------|
| *A. C. Lawrence Leather Co.  | \$40,828,378  | \$117,501 Def. | -18.2%      |                           |                                  |
| *U. S. Leather Co.           | 20,029,532    | 642,420 Def.   | -24.0       |                           |                                  |
| †Allied Kid Company          | 19,896,860    | 772,276        | -14.3       | -32.2                     | 3.9                              |
| †American Hide & Leather Co. | 16,550,995    | 463,928        | -17.7       | +36.5                     | 2.8                              |
| Northwestern Leather Co.     | 14,410,483    | 394,253        | -13.1       | -72.5                     | 2.7                              |
| Gries-Pfleger Tanning Co.    | 7,639,597     | 295,040        | -6.5        | -52.2                     | 3.9                              |
| Amalgamated Leather Co.      | 6,513,709     | 143,444 Def.   | -23.2       |                           |                                  |
| Seton Leather Co.            | 3,408,673     | 90,687         | -16.3       | -38.9                     | 2.7                              |
| Total—8 companies            | \$129,278,227 | \$1,112,816    | -17.6%      | -80.4%                    | 13.3%                            |

† Represents ratio only for companies which showed a profit in 1949.  
\* Year Ending October 31, 1941.  
† Ending June 30, 1949.  
Others for year ending December 31, 1949.

vertising executive; Albert Wachenheim, Jr., president of the National Shoe Retailers Assn., and Lee C. McKinley, general manager of the upper leather department of International Shoe Co.

### Hood Rubber Warns Against Tariff Cut

Lowered tariffs on foreign-made rubber and canvas footwear would have drastic effects on U. S. manufacturers, according to officials of the Hood Rubber Co., Watertown, Mass. The nation's rubber footwear industry has been protesting pending legislation, now before Congress, which recommends a drastic cut in tariffs.

In a statement released to employees, company officials warned that Hood Rubber may be forced to cut its present payroll by half if tariffs are lowered. "Any proposed reduction in the present tariff is a definite threat to the prosperity of the biggest local industry and the largest taxpayer," the statement said. "It would have a disastrous effect on local business, increase welfare cost and taxes."

The statement cited Czechoslovakia and Japan as being the principal foreign sources of rubber and canvas footwear. Should these low wage countries actively enter the American market through curtailed tariffs, the statement read, "it is doubtful if Hood could maintain one-half its present employment, and it is certain that it would be impossible to operate profitably."

### Ewing Hits X-ray Machines

Federal Security Administrator Oscar R. Ewing this week warned shoe retailers and their consumers that the use of X-Ray machines for fitting may be highly dangerous. Ewing called for voluntary controls by retailers and urged communities to set up their own controls if these measures failed.

"Use of X-Ray shoe fitting machines is almost certain to be harmful when the machines are so constructed as to allow radiation to leak into the surrounding area, or when the machines are out of adjustment, or when the customer's feet are exposed to radiation a number of times in the course of numerous fittings," Ewing stated.

"Children are more likely to be harmed than adults, since rapidly growing tissue is especially susceptible to damage from radiation. If there is radiation leakage, clerks and others who spend considerable periods of time in the immediate area of the machines are endangered."

## Davis Box Toe Co. Marks 75th Anniversary

Davis Box Toe Co., Inc., New York City, world's largest manufacturer of buckram box toe materials and box toes, celebrates its 75th anniversary this year. In addition to reaching the three-quarter-century mark, the firm has remained under one-family ownership for the entire period.



HARRY KARET

The business was begun in 1875 when Abraham Davis opened a small shoe findings business in a small Brooklyn shop. Davis was assisted by his son-in-law, Michael Karet, who eventually succeeded him as president. The company is now headed by Harry Karet, son of Michael Karet.

Davis products include "Leather-

Tex" Buckram, in sheets, rolls and ready cut and skived box toes; "Duroide" and Leatherite fibre shanks; counters, heel tucks; fillers; Davco platforms and Mundet cork platforms. The company expanded and centralized its manufacturing facilities last year at Wappinger Falls, N. Y. New sales and executive offices at 150 Broadway, New York City.

## More U.S.-India Hide Trading Possible

Healthy trading by U.S. tanners in hides, skins and semi-tanned leathers from India is possible in the near future if businessmen of both countries can get together, according to Emery I. Huvos, hide and skin buyer for Geilich Leather Co., Taunton, Mass. Huvos returned recently from a seven-week trip to India and Pakistan where he made a survey of hide and skin markets and trade conditions.

While in Madras, Huvos visited many East Indian kip tanneries nearby. He was honored at a tea party given him by the president and members of the managing committee of the Southern India Skin & Hide Merchants' Ass'n. Invited to lecture before Madras tanners at the School of Technology, he said that the quality and tannage of East Indian kips shipped to America had deteriorated in recent months. As a result, U.S. tanners were loath to make any purchases, especially at present high prices.

Huvos said he found many good quality kips available which American tanners would be glad to buy if there were less discrimination against them in the market. He urged Indian tanners to improve their tanning methods through chemical research and the use of modern tanning machinery.

Pakistan is now reorganizing its tanning industry, Huvos said. When it is able to set satisfactory standards and reduce its prices, it may look to America for business. At present, the British are extremely active in the Indian market and seem able to pay the high prices asked.

## Army Opens Leather Bids

Bids on QM-30-280-50-559 covering 1800 skins of black and brown calfskin leather and 3450 spools of black, brown and natural leather lacing were opened this week at the New York Quartermaster Purchasing Office. Following are bidders, quantities and prices bid:

A. F. Gallin & Sons Corp. Item 1, 74½ c per ft. Caldwell Lace Leather Co. Inc. Item 3, approximately 16,000 sq. ft. at 55c; Item 4, approx. 5,400 ft., 48c; Item 5, approx. 2,250 ft., 44c; Item 6, approx. 2,800 ft., 85c. Fred H. Lowenstein, Inc. Item 1, at 95c per ft. R. Neumann & Co. Item 1, 80c per ft. A. C. Lawrence Leather Co. Item 1, approx. 18,000 ft. at 78c; Item 2, approx. 27,000 ft. at 53.32c; Item 3, approx. 17,600 ft. at .6058. A. L. Gebhardt Co. Item 2, 24,000 ft. at .485c; Item 3, 16,800 ft. at .53; Item 4, 5,100 ft. at .46; Item 5, 2,125 ft. at .43; Item 6, 2,940 ft. at .755. A. I. Sherer Leather Co. Item 2 at 60c per ft.; Item 3 at 65c per ft. Winslow Bros. & Smith Co. Item 1, 82c per ft. Friedman Bros. Item 1, 89c per ft.; Item 4, 45c; Item 5, 43c. Edgar S. Kiefer Tanning Co. Item 4, approx. 5,400 sq. ft. at 47c; Item 5, 2,000 ft. at 47c. S. I. Reed Co. Item 2, 24,000 ft. at 51c; Item 3, 16,000 ft. at 56c; Item 4, 5,400 ft. at 48c; Item 5, 2,000 ft. at .465. Teetz-McKay Leather Corp. Item 4, 5,400 ft., 43c; Item 5, 2,000 ft., 41c. Norwich Leather Co. Item 6, 2,100 ft. at 87c. American Handicraft Co. Item 1, 1,800 skins av. 10 sq. ft. at 68c.

## COMPARATIVE LEATHER PRODUCTION FIGURES

### CATTLEHIDE LEATHERS

(In 1,000 hides)

| Total<br>Cattle | Hides | Sole  | Upper | Belting, Harness |              | Bag<br>Case | Uphol-<br>stery | All<br>Others** |
|-----------------|-------|-------|-------|------------------|--------------|-------------|-----------------|-----------------|
|                 |       |       |       | Mechan-<br>ical  | Sad-<br>dery |             |                 |                 |
| 1939            | 22095 | 7833  | 12124 | 531              | 477          | 387         | 510             | 233             |
| 1940            | 21070 | 7032  | 11582 | 675              | 524          | 382         | 601             | 272             |
| 1941            | 28121 | 9080  | 15600 | 1064             | 650          | 581         | 699             | 448             |
| 1942            | 30828 | 10432 | 15598 | 1213             | 637          | 936         | 386             | 1625            |
| 1943            | 25656 | 8290  | 13073 | 1292             | 632          | 800         | 231             | 1338            |
| 1944            | 26152 | 8420  | 13002 | 1439             | 613          | 629         | 232             | 1818            |
| 1945            | 27566 | 8525  | 14567 | 1324             | 556          | 572         | 272             | 1750            |
| 1946            | 26905 | 8510  | 14057 | 1158             | 510          | 827         | 378             | 1465            |
| 1947            | 28824 | 8924  | 15529 | 1134             | 440          | 813         | 529             | 1455            |
| 1948            | 26070 | 8016  | 14213 | 1004             | 270          | 760         | 594             | 1213            |
| 1949            | 23394 | 6384  | 13771 | 754              | 227          | 699         | 481             | 1106            |
| 1950—           |       |       |       |                  |              |             |                 |                 |
| Jan. ....       | 1987  | 492   | 1134  | 47               | 14           | 60          | 48              | 92              |

\*\*Data from 1942 forward not directly comparable with previous data.

### CALF, KIP, GOAT, KID, SHEEP AND LAMB LEATHERS

(In 1,000 hides)

| Calf,<br>Kip | Goat,<br>Kid | Lamb  | Sheep Leathers |                                  |                        | All<br>Others |
|--------------|--------------|-------|----------------|----------------------------------|------------------------|---------------|
|              |              |       | Total          | Glove,<br>Sheep,<br>Gar-<br>ment | Shoe<br>Shear-<br>ings |               |
| 1939         | 14027        | 40419 | 38914          | 18420                            | 11604                  | 2563          |
| 1940         | 11387        | 87607 | 37220          | 17725                            | 9986                   | 3322          |
| 1941         | 10098        | 48773 | 51915          | 22042                            | 14186                  | 5779          |
| 1942         | 12264        | 41127 | 53629          | 19459                            | 14983                  | 9598          |
| 1943         | 11112        | 87381 | 59315          | 20415                            | 15474                  | 11210         |
| 1944         | 10930        | 34653 | 83976          | 20370                            | 15040                  | 6690          |
| 1945         | 11636        | 24466 | 52456          | 17294                            | 11181                  | 6508          |
| 1946         | 10836        | 21223 | 15099          | 15781                            | 13349                  | 9923          |
| 1947         | 12471        | 37188 | 36688          | 11565                            | 12498                  | 5409          |
| 1948         | 10480        | 27970 | 33492          | 10419                            | 11392                  | 4993          |
| 1949         | 10173        | 34687 | 28855          | 8386                             | 10869                  | 4495          |
| 1950—        |              |       |                |                                  |                        |               |
| Jan. ....    | 927          | 3014  | 2193           | 552                              | 815                    | 338           |
|              |              |       |                |                                  |                        | 488           |

## New Hampshire

Final liquidation dividends are being paid to stockholders in the Rochester Holding Co., Inc., formed more than 20 years ago to save the Rochester shoe industry. Property of the company was sold in 1947 to Bond Realty Corp., a subsidiary of Maybury Shoe Co.

## Pennsylvania

Philadelphia Leather Goods Corp., Philadelphia manufacturer of White Star luggage, is planning a three-year advertising and promotion program calling for an initial \$500,000 expenditure.

Carlisle Shoe Co., Carlisle manufacturer of women's shoes, operating plants in Carlisle and Harrisburg, is now employing 1060 workers, an increase of 376 since 1940. The company set a new production record last year, turning out a total of 946,772 pairs of shoes. Output for the first quarter of 1950 is running 20 percent ahead of the corresponding period a year ago.

## New England Shoe Foremen Elect La Torre President

In a spirited annual election meeting attended by several hundred members of the New England Shoe Foremen and Superintendents' Association, Inc., A. William La Torre was elected president of the organization for 1950. He drew nearly double the votes of his opponent, Alexander Joyce.

Other new officers elected were, Stanley Halperin, first vice-president; Ben Fish, second vice-president; John Sullivan, third vice-president; Henry Miers, treasurer; Joseph La Torre, financial secretary, and Harry Kimball, recording secretary.

The 900-member organization also voted in eight new members to its board of directors, as follows: Umberto Candido, John Cocazzella, Al Eisenberg, E. Lederman, Harry Neusner, Hyman Stahl, Sam Shind, and William Trites. They were appointed for three years.

The meeting and luncheon, held on Saturday, March 25, at the Parker House in Boston, was one of the largest ever held by the six-year-old organization. The NESFSA was founded in 1944 as a charitable organization to aid fellow members financially distressed by unemployment or sickness. Though the organization has accumulated a huge fund for this purpose, treasurer Henry Miers stated at the meeting that the need for financing such relief was now greater than ever, because of recently expanded unemployment rolls among the foremen in the industry.

### Meeting Highlights

It was voted that all monies from dues over a total of \$5,000 would now be placed in the permanent fund. It was pointed out that operating expenses for the organization would not surpass \$5,000 and hence all income over that amount could be advantageously used in the permanent relief fund.

Henry Miers, president of the organization in 1948, and John Cocazzella, president in 1949, were presented with gold pins as a token of the organization's appreciation for the work accomplished by these two men during their period in office.

Hyman Snider, regarded as the "father of the NESF&SA," was named honorary president, in recognition of his work and efforts in organizing and building the organization.

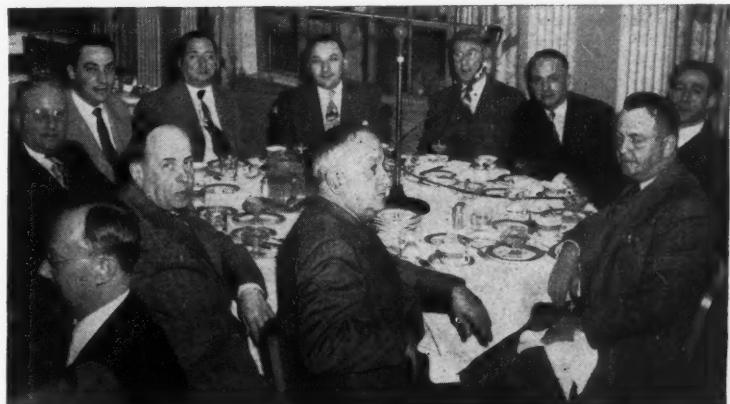
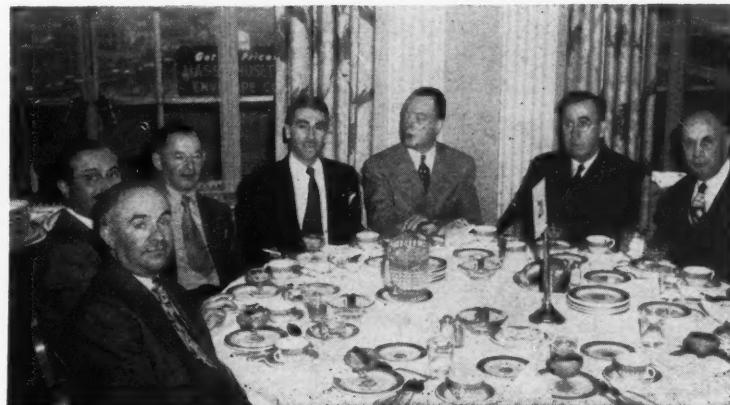
The group went on record as op-

*(Concluded on Page 11)*



Newly Elected Officers of New England Shoe Foremen's And Superintendents' Association, Inc.

*(Left to right), Henry Miers, Ben Fish, Stanley Halperin, John Cocazzella, William Trites, A. Wm. LaTorre, U. Candido, Sam Shind and Harry Kimball.*



Executive Tables At NESF&SA Meeting

*Top (left to right), Hyman Stahl, Ben Fish, Nathan Spiro, A. Wm. LaTorre, Frederick G. Moynahan, John Sullivan and George Dumas.*

*Bottom (from extreme left, reading clockwise), Walter Reinstein, Stanley Halperin, Al Joyce, Harry Kimball, Bill Trites, John Cocazzella, Henry Miers, Charles Lauman, Louis Pellegrini and George Shore.*

## Boston Shoe Club To Hold Sports Nite On April 12

Leading figures in the world of sports will feature the all Sports Program, which will be the major attraction at the 61st annual meeting of the Boston Boot and Shoe Club, Club president Joseph S. Lanigan announced this week. The banquet-meeting will be held Wednesday evening, April 12, in the Imperial Ballroom of Boston's Hotel Statler.

Leo Egan, well-known Boston sports writer and radio commentator will be master of ceremonies. Egan

will introduce a roster of speakers, including Swede Nelson, Francis Ouimet, Joe Cronin, John Quinn, Art Ross, and Frank Ryan.

## PPSSA Near Sellout

More than 85 percent of available exhibit space at the Popular Price Shoe Show of America has already been assigned, according to an announcement by co-manager Edward Atkins and Maxwell Field. The Show, sponsored jointly by the New England Shoe and Leather Assn. and the National Assn. of Shoe Chain Stores, will be held May 14-18 at the

Hotels New Yorker and McAlpin, New York City.

At least 15 solid floors will be used at the two hotels for the presentation of fall footwear and related products by manufacturers, wholesalers and suppliers serving the popular price shoe market. Attendance of more than 5000 buyers and retailers is expected this year.

# DEATHS

## Mrs. Muriel Greenebaum

... 48, wife of Louis J. Greenebaum, vice president of J. Greenebaum Tanning Co., died March 22 at Mt. Sinai Hospital, Milwaukee, after a short illness. She had been a resident of Milwaukee for the past 28 years. She was active in community affairs, serving as a member of the ladies' auxiliary of the Mt. Sinai Hospital and was chairman of the hospital's gift shop. She was also a well-known art and antiques collector. She leaves her husband; two sons, Louis, J., Jr., and Donald S.; and a sister, Mrs. Joseph Maas.

## E. A. Bickford

... 77, treasurer and former president of Wiley-Bickford-Sweet Corp., Worcester, Mass., shoe manufacturer, died Feb. 27 at his home in Worcester. A resident of Worcester for the past 59 years, Bickford graduated from Worcester Polytechnic Institute in 1894.

He was associated with Wiley-Bickford-Sweet Corp. for 56 years, of which he spent 22 years as president. He relinquished the presidency in 1944 and assumed his recent position as treasurer. He was a member of the Chamber of Commerce, Natural History Society and other community organizations.

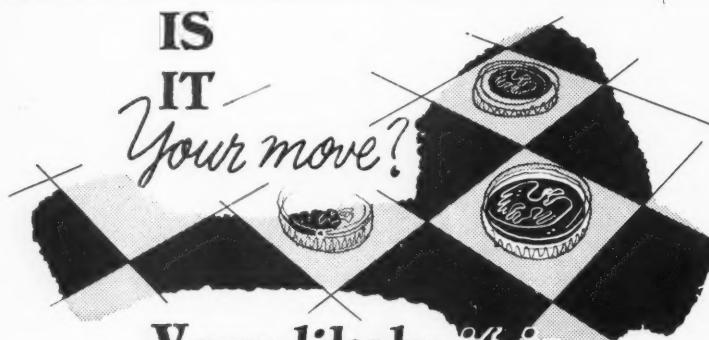
Survivors include his wife, Alice B.; three daughters, Mrs. Dorothy Armstrong, Mrs. S. M. Sprague, and Mrs. Miriam Haskin; four sons, Franklin A., Richard H., Roger M. and Harrison H., and 15 grandchildren.

## John M. Cashman

... 61, treasurer of Rotary Machine Co., Inc., Lynn, Mass., manufacturer of French cording machinery, died March 21 in Lynn. An attorney, Cashman was also president of Romaco Realty Corp. and clerk of the Shawsheen Rubber Co. of Ballardvale.

Well-known in Lynn for his active participation in civic affairs, Cashman was assistant city solicitor for the past 29 years and president of the Lynn Bar Assn. for the past 15 years. He was a veteran of World War I, a member of the American Legion, and active for many years in the Elks. He leaves his wife, Inez; a daughter, Mrs. Richard Urié; a brother, Attorney Frank A. Cashman; and three sisters.

(Other Deaths Page 46)



## Very likely it is...

... especially if you have made up your mind that your present situation presents formidable obstacles for further growth and expansion of your business. You know these obstacles so well that we will not enumerate.

But while you are considering your next move, ask yourself these questions:

"Wouldn't it be nice to operate in a factory some place where our plant personnel would show up every morning with a smile, a cheerful greeting and an obvious desire to get those production charts curving UP? ...

"Wouldn't it be nice to know that we had all the water, power and transportation we needed and ever would need at a price that tended to keep the cost charts curving DOWN? ...

"Wouldn't it be wonderful to know that the government of the state in which we were located was constantly mindful of business problems of research, distribution, procurement and taxation, and was voluntarily going out of its official way to be helpful?" ...

Wouldn't this situation be wonderful? "But where," you ask further, "would we ever find such a place?" And to that—we answer in one word: "NEBRASKA".

### TAKE NOTE OF NEBRASKA

It's here in Nebraska where most of the hides come from. Why not process them here? Omaha is the world's second largest livestock center, with numerous smaller units throughout this whole area.

Somebody is going to do this and thereby get out in front of the industry. It might as well be YOU.



*Neighboring*  
**NEBRASKA**

Write for informative folder. Dept. LS-1  
Nebraska Resources Division  
State of Nebraska, Lincoln

## N. E. Shoe Foremen

(Concluded from Page 9)

posing the rising influx of imported footwear. They recommended that a new study be made of tariffs on footwear. Incidentally, the Shoe Superintendents & Foremen's Assn. of New York has also gone on record as opposing the imports, and for making a recommendation for the same study.

A vote of thanks was extended to the retiring members of the board of directors, replaced by the new members voted in at the meeting. The retiring group consist of Arthur Kinkle, A. William LaTorre, L. Pellegrini, George Shore, Hyman Snider, Nathan Spiro, John Spiro, and treasurer William Trites.

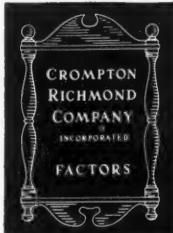


Retiring NES&SA presidents: 1948, Henry Miers (left), and 1949, John Cocazzella, showing diamond pins given to them by their organization for untiring and excellent services in office.

### Shoe and Slipper Production By Types: December, 1949

| Kind of Footwear                | All-leather uppers<br>(thousands of pairs) |               |                                     | Part-leather uppers<br>(thousands of pairs) |               |                                      | Non-leather uppers<br>(thousands of pairs) |               |                                   |
|---------------------------------|--|---------------|-------------------------------------|---|---------------|--------------------------------------|--|---------------|-----------------------------------|
|                                 | Total                                      | Leather soles | Rubber or                           | Total                                       | Leather soles | Rubber or                            | Total                                      | Leather soles | Rubber or                         |
|                                 |  |               | rubber<br>compo-<br>sition<br>soles |   |               | other<br>compo-<br>sition<br>leather |  |               | Other<br>non-<br>leather<br>soles |
| Shoes and Slippers, Total ..... | 34,141                                     | 29,768        | 17,138                              | 12,230                                      | 400           | 674                                  | 257  | 216           | 201                               |
| Men's, total .....              | 9,209                                      | 8,867         | 5,233                               | 3,589                                       | 45            | 90                                   | 58   | 32            | .....                             |
| Youths' and boys', total .....  | 1,333                                      | 1,308         | 141                                 | 1,156                                       | 11            | .....                                | .....                                      | 25            | 8                                 |
| Women's, total .....            | 15,165                                     | 12,017        | 7,214                               | 4,563                                       | 240           | 491                                  | 178  | 123           | 190                               |
| Misses', total .....            | 2,402                                      | 2,202         | 670                                 | 1,483                                       | 49            | 44                                   | 9  | 26            | 9                                 |
| Children's, total .....         | 2,652                                      | 2,289         | 1,074                               | 1,181                                       | 34            | 47                                   | 10   | 35            | 2                                 |
| Infants', total .....           | 2,241                                      | 2,080         | 1,840                               | 238   | 2             | 2                                    | 2  | .....         | .....                             |
| Babies', total .....            | 1,139                                      | 1,005         | 966                                 | 20  | 19            | .....                                | .....                                      | 134           | 16                                |
|                                 |  |               |                                     |   |               |                                      |  |               |                                   |

## KEEPING FINANCES FIT



Fatty finances for today's competition are like a ship encrusted with barnacles. They can slow you down to a walk.

Crompton Factoring is a financial service that helps many a business to move ahead in high gear. It picks up the sales and distribution financing load . . . advances cash against receivables. This

means more working capital to back up production and revitalize the whole operation.

Crompton Factoring simplifies other operating problems by taking over the credit job. You become immune from credit losses . . . and save on credit overhead.

Let us show you how this service can help you streamline your financial structure — for high octane performance.

*The Human Factor*

**CROMPTON-RICHMOND CO., INC.**

1071 Avenue of the Americas, New York 18, N. Y.

## PERSONNEL

▲ **John P. Edwards** has been appointed supervisor of product application by the Hooker Electrochemical Co., Niagara Falls, N. Y. Edwards has been with the firm since 1940 in the process study and sales development departments. He will coordinate research and sales activities of new and old products for the chemical and allied trades.

▲ **Viola Shefer** has been appointed director of publicity and promotion for Newton Elkin Shoe Co., Philadelphia.

▲ **Morris Bushwick** has been named New York, Connecticut and Pennsylvania sales representative for Cedar Cliff Silk Co., Inc., New York City. He is also representing Robin-son Thread Co., Worcester, Mass., makers of nylon threads.

▲ **Samuel Ornest**, veteran quality control man, is reported to have joined the staff of Andrew Geller Shoe Mfg. Co., Brooklyn, manufacturer of women's high grade cemented shoes. Ornest will supervise production quality in the firm's fitting room.

▲ **Earl Teschon**, prominent New York shoe designer and sales executive, reportedly has left Casino Shoes, Inc., Brooklyn. Teschon was formerly with Beleganti, Inc.

▲ **John Cole** has been elected assistant secretary of William Iselin & Co., Inc. Cole has been transferred from the firm's Grand Rapids, Mich., office and will supervise new business activities in New York City.

▲ **Dorothy Adams** and **Malcolm Fleming** of Fleming-Joffe, Ltd., New York City reptile tanner, recently lectured on reptile leathers to shoe and handbag salespeople at Abraham and Strauss, New York department store. The lecture was one of a series given by the firm's Shoe Training Program.

▲ **Ralph Ally**, formerly with Verza Tanning Co., Peabody, will join Seal Tanning Co., Inc., Manchester, it is reported. Ally will be in charge of sales and production assistant. The company produces suede splits and is now turning out a new line of side leathers.

▲ **Martin J. Fraser** has been placed in charge of sales at Medway Shoe Mfg. Corp., Medway, Mass., manufacturer of McKay and stitchdown men's work shoes and loafers. Fraser was formerly with Joseph F. Corcoran Shoe Co., Stoughton, Mass.

▲ **Raymond H. Blanchard** has been elected president of the Hood Rubber Co., Watertown, Mass., division of B. F. Goodrich Co. Vice president in charge of manufacturing at Hood Rubber since 1932, Blanchard succeeds the late C. L. Muench as the company's fourth president.

▲ **Earl W. Bennett**, chairman of Dow Chemical Co., Midland, Mich., is celebrating his 50th year of service with the firm. He began in 1900 as Dow's first bookkeeper and was successively auditor, assistant treasurer and assistant secretary, director, vice president, treasurer and finally, board chairman, succeeding the late Dr. Willard H. Dow.

▲ **Philip E. Green** has withdrawn from the recently organized Howard & Foster Co. He has not announced future plans as yet.

▲ **H. H. Stansbury** has been appointed public relations director of Clinton Foods Inc. and subsidiary divisions.

▲ **Isidore J. Goldzimer** has been elected assistant vice president of A. S. Beck Shoe Corp. He is the firm's buyer for women's playshoes, slippers and rubber footwear.

▲ **Jack Grossman**, formerly with Gregory & Read Co., Lynn, has been named Eastern sales representative for Valley Shoe Corp. He will have offices in the Marbridge Bldg., New York City.

▲ **Herman Z. Elbin** has resigned as sales manager and hide buyer for Virginia Oak Tannery, Luray, Va., to join Carl M. Loeb Rhoades & Co., New York City hide dealers and brokers. Elbin will visit Europe before assuming his new position.

## LABOR NEWS

### Fine IFLWU Officials

Two union officials were fined and their bonds ordered forfeited for contempt of court orders restricting picketing, but jail sentences against the two were suspended by Judge Earl L. Abbott last week in Luray, Va. The men, Ike Kostrow and Bernard Woolis, are officials of International Fur & Leather Workers, CIO, and were leaders in a strike against Virginia Oak Tannery in Luray last year.

Kostrow was fined \$500 and Woolis \$250 and both were given suspended sentences of a year and one-half. An appeal to the Virginia State Supreme Court resulted in the ruling being upheld.

### Reds Aid Tannery Strike

The Kings County, N. Y. American Labor Party and the Brooklyn Young Progressives announced this week that they have sent a truckload of canned foods to tannery strikers in Fulton County, N. Y. Both organizations are well-known Communist fronts. The strikers are members of former Local 202, International Fur and Leather Workers Union, which faces expulsion from the CIO because of its Communist affiliations.

### BSAC Out At Alberts

Workers at Alberts Shoe Co., Middleboro, Mass., selected the Middleboro Shoe Workers Protective Assn. as bargaining agent at an NLRB election held last week. The election was held on petition by the Brotherhood of Shoe and Allied Craftsmen, Brockton independent, which was defeated by a vote of 89-37. The Middleboro Assn. is a local union organized about a dozen years ago for Alberts' workers.

### Promise Allegro Vacations

Close to 360 employees of Allegro Shoe Co., Little Falls, N. Y., were promised vacations and holidays with pay last week by Mrs. Edith Forschner, president. The company began operations late in 1949 at the former Melrose Slipper Co. plant.

Mrs. Forschner said that employees

of three-months would be eligible for six paid holidays while those with one year of service will receive a week's vacation with pay. It is not expected that any employee will be eligible for vacation in 1950 since operations were begun late last year.

### No Jobless Pay at Brown

Close to 600 employees of the Murphyboro, Ill., plant of Brown Shoe Co. are not eligible for unemployment pay for time lost during the summer of 1947 due to a "concerted slowdown" by workers in the bedlasting dept., according to a ruling made recently by the Illinois Supreme Court. The Court reversed a previous decision made in a Jackson County Court awarding unemployment pay to workers.

Workers lost time after the firm put a change into effect in the bedlasting dept. After the change, output in the dept. fell off sharply and workers in other depts. were laid off. The court ruled that employees idled by the deliberate "slowdown" belonged to the same union as the bedlasting workers and were not entitled to pay since the "idleness" was due to a labor dispute.

### Sign Maybury Contract

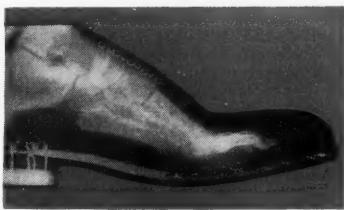
Officials of the Maybury Shoe Co., Rochester, N. H., and the Square Deal Organization, Inc., an independent union composed of company employees, recently signed a new labor contract for 1950-51. The new contract is essentially similar to that in effect for the past two years with additional vacation, holiday and medical benefits.

Since 1940, the company, which manufactures women's novelty shoes, has given several 10 percent wage increases. Employees today receive 41 percent above the base wage paid 10 years ago. Some 572 employees are on the payroll.



## WORKERS PREFER COLD FILLER

**Armstrong's Cold Bottom Filler is cleaner, easier to use**



**STAYS FLAT**—Cold Filler is made of top-grade cork particles and a non-hardening binder. It stays flat and flexible for the life of the shoe. It won't creep or bunch under heat and foot pressure.

Shoe men tell us there's less labor turnover on bottoming operations when Armstrong's Cold Filler is used. This filler is so clean and pleasant to work with. It comes ready to use, goes directly from pail to bottom with a minimum of time and effort. Workers like it, too, because it doesn't require the heaters or steam lines that make hot days still more uncomfortable.

Armstrong's Cold Filler spreads easily and sticks tight. It sets up into smooth, flexible bottoms that

always stay flat and comfortable.

Armstrong's Cold Filler is absolutely stain-free. If Cold Filler gets on a light upper, it is simply brushed off. No harm is done. Neither will Cold Filler deteriorate or stain crepe soles.

Try Armstrong's Cold Filler in your factory. Call your Armstrong representative today or write Armstrong Cork Company, Shoe Products Department, 8804 Arch Street, Lancaster, Pa. Available for export.



## ARMSTRONG'S COLD BOTTOM FILLER

**one of Armstrong's quality shoe products**

**BOX TOE MATERIALS • FLEXICORK® • CUSHION CORK® • CORK COMPOSITION • PLATFORMS**

# SPOT News

● **Monsanto Chemical Co.**, St. Louis, has called for redemption on April 7 of all of the company's outstanding cumulative convertible preference stock, Series A, at \$103 a share. The shares called for redemption may be converted into common stock up to April 6 on the basis of two shares of common for one preferred. Guarantee Trust Co. of New York is redemption agent.

## Pennsylvania

● **Cataldi Shoe Mfg. Co.**, Philadelphia, has been succeeded by a newly-formed corporation called Cataldi Shoe Mfg. Co., Inc. Joseph Cataldi is sole proprietor.

● **Thomas B. Harvey Leather Co., Inc.**, Philadelphia tanner, has filed amendment to its charter proposing an increase in authorized capital stock from 7000 to 13,000 shares of which 6000 shares, no par value, shall be prior preferred stock, 4000 shares of the par value of \$100 shall be five percent preferred stocks and 3000 shares of the par value of \$1.00 shall be common stock.

● **Nopco Chemical Co.**, Harrison, has announced sale of the packaged business of its subsidiary Rare-Galen, Inc., to White Laboratories, Inc. of Newark and that of another subsidiary, Admiracion Laboratories, Inc., to Pharmaco, Inc., a White subsidiary. Nopco will continue to emphasize its industrial chemicals and other products.

● **Central Slipper Co., Inc.**, manufacturer of felt slippers and other footwear has leased over 13,000 sq. ft. of space in the Keller-Dorian Bldg. at Fair Lawn. The firm operates another plant at Wilkes-Barre, Pa., and plans to employ about 75 workers to start at the Fair Lawn plant about April 1.

● **Burgess Pigment Co.**, a new firm in Paterson, has announced the addition of four new mineral colors. Burgess Neo Brown is a new mineral oxide mixture for the manufacture of heels and soles. Buta Reds, No. 1 and 2, are synthetic red oxides for use in natural rubber compounds, while POSJ Brown is a mineral oxide mixture for use in jacketed portable cords.

● **E. F. Houghton & Co.**, Philadelphia, has completed the largest one-piece packing the firm has ever made—a VIM Leather "U." Dimensions of the packing, made for a midwestern press manufacturer, are O.D. 91"; I.D., 89½"; depth, 1½". First built in sections, then assembled, the packing was finished as a single piece.

● **Penncraft Shoe, Inc.**, was recently incorporated under Pennsylvania laws to manufacture shoes in Lititz. Incorporators are Samuel Savocca, Menno B. Rohrer, and Michael J. Frusco.

## California

● **Quality Shoe Co., Inc.**, has been incorporated under California laws to manufacture shoes in Los Angeles. Directors are Marie B. Bradbury, Patricia Mackney and Henry A. Schultz.

● **Richard Shoe Corp.**, has been incorporated under California laws to manufacture shoes in Los Angeles. Raymond V. Haum, Harry Galbraith and Jeanne Holt.

● **Cobblers, Inc.**, has announced acquisition of production facilities in Los Angeles and will add cement-lasted, single-soled flats to its line of casuals. First deliveries are scheduled for April. The new plant will add 20,000 pairs to California Cobblers monthly production.

## New York

● **J. J. Shoe Corp.**, has been organized by Harold J. Youngman to manufacture shoes in Rochester.

● **Creditors of Starlet Footwear Co.**, New York City, have decided to apply for an order dismissing an involuntary bankruptcy petition previously filed against the firm. The matter will continue under an assignment made previously.

● **J. Rieff Inc.**, Johnson City footwear manufacturer, has filed certificate of dissolution.

## Massachusetts

● **G. R. Swartz Co., Inc.**, has been incorporated in Haverhill to manufacture leather, including hides, soles, sock linings, stamping and shoe trimming. Directors are George R. Swartz, Doris E. Swartz and Nivette F. Laverdiere.

● **Sale of assets of Halroy Shoe Co., Cambridge**, brought approximately \$8600, it is reported.

● **Secotan, Inc.**, has been organized to process hides and skins in Cambridge. LaRue Brown is president, Donald T. Field, treasurer, and Edith H. Sprott a director.

● **Globe Tanning Corp.**, has moved to new general offices and shipping and receiving facilities at 4 Union St., Peabody.

● **Dewey-Rice Shoe Co., Inc.**, has been incorporated for the purchase and sale, both wholesale and retail, of shoes, leather and rubber goods at 185 Essex St., Boston. Officers are Dewey Mollomo, president and treasurer; John C. Staniunas and Barbara A. McComish, directors.

● **Compound Leather Co., Inc.**, of 80 Federal St., Boston, has been incorporated for the manufacture, purchase and sale of leather and chemical compounds. Chester L. Macredie is president; George W. Dean, treasurer, and Allen T. Rogers, a director.

## Illinois

● **The Special Equipment Co.**, Park Ridge manufacturer of "Speco" pasting and drying equipment, moved from the Citizens State Bank Bldg. to new and larger offices at the Pickwick Bldg., 3 Prospect Ave.

● **Wolverine Shoe and Tanning Corp.**, Rockford, recently distributed \$140,000 to 1100 employees under its profit-sharing plan. The company has plants in Big Rapids, Greenville and Howard City and has run a profit-sharing plan since 1919.

● **Attorneys of E. I. DuPont de Nemours & Co., Inc.**, and General Motors Corp. and other defendants in a pending Govt. anti-trust suit have been given permission to appeal to the U. S. Supreme Court to have the case transferred to the District Court in Delaware. The ruling was made in Chicago by Federal Judge Walter J. LaBuy.

## Arkansas

● **Trimfoot Co.**, Farmington, is expected to reach full production capacity of 125 cases daily in the next month or two. The firm is now employing 125 workers and will soon have 325 on the payroll. The plant at Newport manufactures Walt Disney character felt bedroom slippers.

## Georgia

● The Buford factory of **Georgia Shoe Mfg. Co., Inc.**, was completely destroyed by fire last week. Loss was estimated at \$250,000 by president Sam Perling. Two additional shifts have been added to its Flowery Branch plant. Perling said the Buford plant will be rebuilt as soon as possible.

**CHARMOOZ**  
THE PERFECT SUEDE LEATHER  
BLACK AND COLORS

**AMALGAMATED LEATHER CO'S. INC.**  
WILMINGTON 99, DELAWARE

NOBODY MAKES A BETTER THREAD THAN BELDING CORTICELLI!

**nymo**

IS **NOW** AVAILABLE  
FOR YOUR INDUSTRY

Nymo, the nylon thread made by the revolutionary new Belding Corticelli monocord process enables you to manufacture a better pair of shoes and at the same time save money! In fact Nymo more than pays for itself by drastically reducing the number of "cripples" in your plant. Its high strength and greater elasticity makes for a tighter stitch and a better seam. Its resistance to abrasion, to residue acids left over from leather tanning and to perspiration and moisture lengthens the life of each pair and means more satisfied customers for you. Its superior strength makes it possible to use a finer size which means smaller needle holes and a handsomer seam. Nymo's unique monocord construction prevents snarling and kinking, vastly improves sewability. Here at last, is the ideal thread for shoe manufacturing.

Magnified Views



Twisted Thread



Nymo Monocord



**Belding Corticelli**

119 WEST 40th ST., N. Y. 18, N. Y.

INDUSTRIAL THREAD DIVISION



"CONTROLLED FOR QUALITY"

...TO SAVE YOU

TIME, LABOR AND MONEY!

# Proven Safety Procedures In The Tanning Industry

By

Wm. N. Davis, Staff Representative

Meat Packing, Tanning and Leather Products Section  
National Safety Council

The tanning industry has a higher-than-average accident rate. It can be reduced. One tannery cut its accidents by half, saved \$5,550.

THE subject of accident prevention and safety procedures in tanneries is not something new. People in the tanning industry have been working on this important problem for the last 20 years.

A good safety program is a vital part of any business and particularly of a tannery. There are many reasons for having an accident prevention program and for setting up safety procedures in a tannery. Foremost is the humanitarian consideration; no one wants to be hurt or to cause another person to be hurt, because of an accident.

Another reason, and this is purely good business, is the dollars-and-cents saving that results when a tannery has safety procedures which work. Many tanneries have proved that those production operations which are the safest are generally the most efficient.

Another very good reason is the value that such a program can have in industrial relations. A good accident prevention program yields valuable publicity and contributes to sound public relations, particularly in the case of a tannery which operates in a smaller town.

## Complacent Management

Many tanneries go along for periods of over a year with never a lost-time accident. Safety procedures have become habitual in such plants. Then an epidemic of accidents occurs. Why? Simply because the accident prevention program has been allowed to slip.

Management has become complacent. Supervisors and foremen have let safety procedures become lax. To combat such complacency, we must continually be on the lookout for new ideas and new safe practice procedures that will keep

the accident prevention program alive and interesting—and successful.

For example, a simple safety procedure set up by one tannery in the East prevented accidents, kept workmen from being hurt, increased production, saved money for the company.

This procedure could be used in any tannery. One of a tannery's main operations is that of moving materials such as skins through the various processing departments, and one of the common methods of moving this material is to use hand trucks.

## Hand Trucks

This company had experienced many accidents in which operators pulling on loaded hand trucks, would have the truck bump into them, or while pulling on the heavy truck they would slip on slippery floors. The load would spill, in some cases damaging the material and in others injuring passing employees or the truck operator himself. Sometimes the truck, being hard to maneuver, would get out of control and crash into processing machines, which then had to be shut down for repairs.

The problem was solved by installing roller bearing wheels on these trucks so that they would roll more easily when loaded and could be more readily controlled by the truck operator. In addition, greasing stations were set up at convenient locations throughout the plant so that the truck bearings could be kept well lubricated and the trucks rolling freely.

This very simple safety procedure prevented many strained backs, bumped legs, and spilled loads. Production was increased because of the faster flow of materials, and loss from damaged materials was materially reduced.

One good idea led to another. It was found that the handle could be so arranged that the truck would be more maneuverable for the operator and there would be less chance of his striking or running into corners or machinery. When he was through using the truck, he could fold the handle back under the truck rather than let it stand up in the air or lie on the floor as had been the habit of leaving the handle on trucks of the old type. Not only was the truck more maneuverable, but a tripping hazard common with the old hand truck was eliminated.

The objective of a good accident prevention program is to prevent *all* accidents, not only the type which results in injury, but also the type which causes material or property damage. It has been found that in a plant which has a high frequency rate on non-injury accidents, accidents which result in injuries and lost time are also frequent occurrences.

## Rising Accident Costs

Accidents are expensive. In fact, it has been estimated that four times the actual cost of any accident is spent in medical and hospital bills and in workmen's compensation payments. For instance, suppose a small trucking accident occurs in a plant. Against the accident must be charged the time the trucker takes to reload his truck, the damage to the product in the load, the damage to the machine which the truck may have struck, the down-time of this machine and the loss of the machine operator's time.

Since an accident like this one could disrupt a whole department, it is evident that the hidden costs even in what might be considered a minor accident can be very high.

# Methocel:

## the Efficient Suspending Agent



If you are looking for a better suspending agent, try the *new* Methocel (Dow Methylcellulose). Here is a product that gives you efficient, reliable suspension in solutions of many kinds.

In the shoe industry, Methocel offers superior quality as a suspending agent for white pigments in white shoe dressings. Moreover, because Methocel is also a thickener and film former, it is highly useful in making both emulsion type wax dressings and white shoe dressings in liquid or paste form.

In the pasting of leather, Methocel's thickening

ability makes it ideal as an adhesive, giving correct viscosity and the right amount of "stick". Its film forming properties are just right to hold the hide on the frame in the dryer and yet permit easy removal after drying.

Methocel, a superior synthetic gum, may be just what you have been looking for to improve your product. Send in the coupon for your *free* experimental sample of the *new* Methocel, *powdered*. Try it and see the many superior advantages of Methocel.

THE DOW CHEMICAL COMPANY • MIDLAND, MICHIGAN



DID YOU GET YOUR SAMPLE?



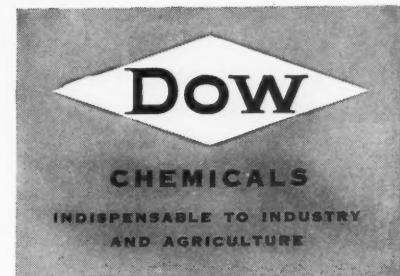
The Dow Chemical Company  
Dept. ME-940, Midland, Michigan  
Please send free sample of METHOCEL for use in  
Check viscosity desired: 15, 25, 100, 400, 1500, 4000 cps.

Name and Title \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_



We have seen in the past few years a steady rise in the cost of practically everything, and accidents are no exception. Medical costs are higher, hospitalization costs are higher, and workmen's compensation payments have been increased in many states. Consequently, the cost of insurance for workmen's compensation will continue to rise unless the entire tanning industry can reduce its accident frequency rate considerably.

Every tanner, whether insured by an insurance company or self-insured, will find this cost higher. Furthermore, this rise in the cost of accidents comes at a time when the cost of everything else connected with the tanner's business is also rising and when he is doing everything he can to reduce the cost of his product as much as possible to meet competition.

#### Tanning Accident Rate High

To approach the problem from another angle, I should like to give you the frequency rates of two other industries. In the chemical industry, for instance, the frequency rate is 7.51, and in the rubber industry, it is 8.35. Compare those figures to the frequency rate of the leather industry—15.47.

Many companies in the chemical and rubber industries have received the Distinguished Service to Safety Award. To be eligible for this award, a company must reduce its

frequency rate at least 10 per cent in a year, or work three million man-hours without a lost-time accident. Companies which win the DSS award clearly demonstrate that their plants are safe places to work, and such achievement makes for good public and personnel relations.

You may wonder why I selected these two industries for comparison with the leather industry. The reason is this: these industries, because of their low accident rates, are able to manufacture synthetics, plastics, rubber materials and so on, at a lower cost than the leather products with which they compete in many fields. If the leather industry were to reduce its high accident costs, I think that it could more easily meet this competition.

#### Setting Up A Program

The question may be asked, "How do we start to improve our accident prevention program? How do we set up safety procedures in our tanneries?" A few years ago one of our leading tanneries was confronted with this question. In order to find out what was wrong with the safety procedure, the company first set up a system of records which covered in detail every job, machine, and department from the time the raw products were received until the finished product was shipped.

These detailed records soon enabled members of management to put their fingers on the danger spots in

the plant. They found some which they never realized existed, and then they were able to set up safety procedures to eliminate them. These records also furnished clues that led to safer, quicker, and better production methods.

#### Tannery Saves \$5,500

As a result of this method of attack on its accident problem, this company was able to improve its safety program and set up procedures which in four years, from 1945 to 1949, reduced the total frequency rate from 62 to 33 and the severity rate from .39 to .066.

Frequency rates in themselves often do not mean too much to us, but let us interpret them in terms of dollars and cents. In 1945 this company had 70 lost-time cases, paid out \$5,116.00 in compensation, and \$1,176.00 in medical expenses—a total of \$6,292.00. In 1949 the company had only 43 cases, paid \$294.00 in compensation, and \$429.00 in medical expenses—a total of \$723.00.

A saving of \$5,569.00, or 88.6 per cent, in direct costs alone is certainly impressive. But then think of the savings in hidden costs which are not so readily apparent! It should also be noted that the four years in which this saving was achieved saw a steady rise in compensation costs and medical expenses. I would say that this company's accident prevention program proved to be an excellent investment.

The system of records which this tannery set up and analyzed showed what was causing accidents and why. The necessary safety procedures and preventive measures then became self-evident. In other words, the company knew what to do, what machinery to guard, what was the safest equipment to use, what was the safest procedure for each operation, and what special types of protective clothing were required. Housekeeping was improved, and hazards were thereby eliminated. The program also supplied material for the foremen to use in individual safety instruction of employees.

Just as records are important in the accident prevention program, so is the plant inspection procedure. Who should make plant inspections, and how should they be made? It is rather general opinion that no one individual is competent to make a complete safety inspection of a plant, one that covers all operations, especially in a tannery, which has such a variety of hazards.

(Concluded on Page 22)

## Why Buy Imperfect Plates?

STANDARD GUARANTEES THE MOST PERFECT PLATES MADE, VARYING NOT MORE THAN 1 THOUSANDTH OF AN INCH ON BOTH SIDES, AT PRICES NO HIGHER THAN IMPERFECT PLATES.

## STANDARD EMBOSSED PLATE MFG. CO.

Since 1888, Manufacturers of

SOLID STEEL ENGRAVED PLATES  
ELECTROTYPE EMBOSSED PLATES  
SMOOTH PLATES  
ALL SUPPLIES FOR BUILDING BEDS

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### Genuine Alligator Leathers

All colors and sizes in fine quality

Florida Tanning and Sponge Co., Inc.  
Tarpon Springs, Fla.

Importers of Mediterranean Wool Sponges

*Here's the  
"Inside Story"  
on Toe Comfort*



A principal cause of toe discomfort is wrinkled, or loose, toe linings . . . this condition can be prevented by the use of "Celastic"\*\* Box Toes!

The reason: "Celastic" is a woven fabric impregnated with a plastic compound that fuses together lining, box toe and doubler to form a strong three-ply unit.

Technically speaking . . . when the plastic compound is activated by the solvent, the resulting colloidal solution penetrates the adjoining lining and doubler . . . when the solvent evaporates, the plastic compound hardens, securing itself in the weave of the toe lining and doubler . . . locking them to the "Celastic" box toe. This fusion provides a secure toe lining and a smooth interior . . . assures toe comfort for the wear-life of the shoe.

A year of active wear yet  
toe linings remain smooth,  
secure, wrinkle-free . . .  
with "CELASTIC"

---

UNITED SHOE MACHINERY CORPORATION  
BOSTON, MASSACHUSETTS



\*\*"CELASTIC" is a registered trade-mark of The Celastic Corporation

**SOLE LEATHER**  
*At its Best*  
DISTRIBUTED BY  
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Inc.

★ 321 SUMMER STREET, BOSTON, MASS.  
★ 4649 SHAW AVENUE, ST. LOUIS, MO.  
★ 130 NORTH WELLS STREET, CHICAGO, ILL.



*There is NO SUBSTITUTE  
for SOLE LEATHER  
for foot comfort*

**CUT SOLES**  
**TANNERS CUT SOLE DIVISION**  
BOSTON ST. LOUIS CHICAGO

*Am-O-Krome*

**BELLIES — BENDS — SHOULDERS  
FULL GRAIN LINING BELLIES**

by

**AMERICAN OAK CHROME RETAN DIVISION**  
(HOWES LEATHER COMPANY, INC.)  
DALTON AVENUE and FLINT STREET  
CINCINNATI 14, OHIO

# New Approach In Mail Order Shoe Selling\*

By  
Henry Flarsheim

Account Executive  
Ruthrauff & Ryan, Inc., Chicago

The Mason Shoe Mfg. Co. has increased sales 500% in the past eight years by a "direct" approach to direct selling.

WHEN a client's products can be sold in many ways and through many types of outlets, there are opportunities—too frequently neglected—to help increase the client's sales and profits.

As an example of making use of such opportunities, certain facts about the operations of the Mason Shoe Manufacturing Company, of Chippewa Falls, Wisconsin, may be unusually interesting.

Mason sells a complete line of men's and women's footwear—thousands of pairs of dress, work and sport shoes every day. All the sales are made through independent direct-to-wearer salesmen—not through stores. Energetic promotion has increased the volume more than 500 percent in the last eight years. Mason's sales keep going up.

## Method

The Mason salesman's method of operation is to call on business and professional people in their offices or stores, and on housewives in their homes. There the salesman explains the advantages of the line and his company's direct method of selling. He measures the prospect's feet, helps him or her select the right style of shoe, writes up the order and collects a deposit. The salesman then mails the order to the factory, which ships the shoes C.O.D. for the balance due.

The average person is frankly puzzled when this type of distribution of shoes is first mentioned to him. He has been brought up to feel that it is necessary to try on shoes before buying, and can't understand how anyone could think of buying shoes from a catalog and a few sample shoes which merely show quality and construction features.

Mason's explanation of the reasons why this is an entirely logical plan, are taught to the salesmen along

these lines: "To 'size up' a single style shoe, in a single color, in all the necessary combinations and permutations of sizes and widths, all the way from five to 12, and from AAAA to EEEEE, requires more than 125 pairs. If you have all those sizes and widths available, it's no trick to fit shoes."

One of the problems of the business is to train the salesmen to do a real selling job—to demonstrate and explain the benefits of the footwear and the method of distribution so powerfully as to anticipate objections which otherwise would be raised by the prospect—and to train them to overcome such objections as prospects will raise in spite of the best sales presentation.

But another important problem is to give the salesmen (who are independent contractors free of control) specific places to go, and to assure them an interested audience when they get there. That's where the advertising agency fits into the picture.

Mason features a special Air-Cushion-Insole shoe, which is particularly attractive to men and women with tender feet, and especially to those who are on their feet long hours each day. A cut-open demonstrator shoe enables the prospect to "just feel the cushion" and realize for himself that if he had a soft cushion between the bottoms of his feet and the hard leather of the shoes, he would "feel a lot less tired at the end of the day."

## Trade Paper Leads

So, in addition to such general publications as the *Saturday Evening Post*, *Good Housekeeping* and *Life*, we use specialized trade, professional and business magazines as an introduction for the salesman to specialized types of prospects. Proofs of the advertisements are the vital element in the operation.

These trade publications include *Progressive Grocer*, *Drug Topics*, *Super Service Station*, *Restaurant Management*, *Master Barber*, *R. N.*, *Beverage Retailer*, etc., with full-page, two-color advertisements.

Each advertisement is merchandised strongly to the sales organization, through special mailings, and particularly through the company's monthly house organ, the "Mason Money Maker."

These advertisements feature the tired feet which are characteristic of the people engaged in each trade or profession, using such headlines as "No Wonder You Have DRUG-STORE FEET" in *Drug Topics*; "Don't Let FILLING STATION FEET Get You Down" in *Super Service Station*; "Don't Let NURSES' FEET Spoil Your Fine Career" in *R.N.*, "Don't Stew About RESTAURANT FEET" in *Restaurant Management*, etc.

Ample supplies of proofs of the advertisements, in color, are distributed to the salesmen.

When they want to sell grocery clerks, for example, they can take one of these proofs, hand it to the prospect, and use an opening phrase something like:

"Good-morning, Mr. Jones. Did you see this advertisement in *Progressive Grocer*?"

Whether the grocer actually saw the advertisement or not, the salesman is talking about the prospect's own paper, and the prospect takes the proof and looks it over. He expects it to be "talking his language"—and it is, to the best of our research department's ability to learn the language, and the copy department's ability to use the language.

The same type of approach is used with druggists, bartenders, barbers, nurses, etc. Results in sales have been phenomenal.

\*Condensed from *Advertising and Selling*.

As an example, one salesman, who was just starting to work in Norfolk, Va., took the *Progressive Grocer* advertisement proofs (*Progressive Grocer* was the first of the trade publications to be used) and worked exclusively in grocery stores in that community. He sold more than \$1,600 worth of shoes to grocers, their clerks, and customers who happened to be in the stores when he made his demonstrations in his very first month with Mason. Similar records have been and are being made by other salesmen concentrating on other trades, using the advertisement proofs in the same way.

## Proven Safety . . .

(Concluded from Page 18)

### Common Hazards

Last year at the Congress, Dr. Hubata of Armour & Company stated a fact of which few of us perhaps are aware: 45 of the 49 major hazards listed by the State of Illinois in its survey of industrial plants exist in our industry.

To name just a few of these, they include (1) toxic metals (arsenic and lead); (2) toxic gases, vapors and solvents (ammonia, benzene, carbon monoxide, hydrochloric acid, etc.); (3) dusts (inorganic such as silica and silicates, organic such as hair, leather, wool and feathers); (4) biological agents (anthrax, brucellosis, Q fever, and tetanus); (5) dermatitis (acids, alkalis, chrome, hides, skins and salts); (6) burns (chemicals, hot fats, oils, resin and steam); (7) physical agents (ultraviolet rays, etc.); (8) abnormalities of temperature and humidity, trucking rooms, coolers, etc.); (9) cuts; (10) falls; (11) lifting injuries; (12) vehicular injuries; (13) fires; (14) explosions.

Even this partial listing of hazards indicates that the tanneries must do more than a great many other industries to eliminate hazards and prevent accidents.

Dr. Hubata pointed out that the ordinary plant can set up a safety procedure which will cover all these conditions. An inspection committee can be formed to include safety, chemical, hygiene, engineering, medical, and employment personnel, and this committee can then make a complete survey of the plant.

When members of such a group make an inspection, they can gather the points of view of people in all

departments and can then so understand the accident prevention problem that safety procedures can be set up which will be practical, which will work to prevent accidents.

### Fire Prevention

Fire is a major hazard in tanneries. It is a cause of personal injury and a terrible destroyer of property. Just a short time ago one of our tanneries had a fire problem in its finishing department. Flash fires were constantly occurring in the finishing machine, through which a conveyor belt traveled. To protect the plant, equipment was installed so that fire could not spread, but the cause of the fires had not yet been found. It seemed as though every precaution had been taken, but still the fires occurred.

The way in which the problem was solved illustrates that often help with a difficult problem can be obtained by going outside the department to get advice. In this case, the plant electrician came up with the answer while making a regular safety inspection of the plant with the safety committee. He found that static electricity on the belt supplied the spark that ignited the highly inflammable material used in the finishing machine. After the belt was grounded, fire ceased to occur in this machine.

This was a simple solution, an easy way to prevent fires which had been costing the tannery a great deal of money because of the loss of production, time, and materials in process of manufacture. The combined time of the people making up this safety committee was well paid for in this instance.

Another tannery has installed a CO<sub>2</sub> system with a fire detector on the same sort of machine. As soon as the vapors flash into fire, the carbon dioxide gas discharges onto that point, extinguishes the fire at once before it has time to damage materials or spread to other parts of the plant.

### Prevention Incentives

Any accident prevention program must be kept constantly alive by having new incentives and ideas brought into it. One company that is self-insuring has set up an incentive program among its employees.

In this system a cash bonus is paid every year to all employees in the plant that do not have accidents. Although the bonus may seem small, to the employees it means dollars and cents that they can earn without much effort. Furthermore, effort expended on accident prevention produces other rewards which employees

can readily see as benefits to themselves.

You may be sure that all the employees in this company are accident-prevention conscious and are constantly on the alert to effect new safety procedures. In the past ten years this company has paid over \$70,000.00 in accident prevention bonus money to its employees. This amount indicates the extent to which the company has reduced accidents in this period. This money and a lot more would have gone to pay workers' compensation costs if a good safety program were not in effect.

This plan might not be suited to other companies, but it is one idea which has worked and which might help some other plant keep its accident prevention program in full swing. Many other methods can be used to arouse new interest in the safety program. One is the safety contest which has just been started on an industry-wide basis to get all tanners and their employees interested in accident prevention.

All such methods for maintaining interest pay off in prevention of accidents. For a manufacturing process to be efficient, it must be safe. If the tanning industry could show that it is safer than competing industries, public and employee relations, as well as production, would benefit. I hope therefore that in the very near future tanners will be able to point to their industry as one which is accident free.

## Termites In Her Shoes

When Miss Rita Rugo of Miami Beach, Fla., went into her closet to get her smart platform shoes, which she'd worn only once, her eyes nearly popped out of her head. What she saw gathered in festive spirit boring into the cork platforms of her shoes was a legion of termites. The busy little bugs had already bored enough holes to make the bottom of the shoe look like a sieve.

Miss Rugo immediately sued her landlady, Mrs. John H. Sullivan, for \$13.95, the original price of the shoes. Termites were no company for a lady, said the plaintiff.

The court agreed with Miss Rugo, though not whole hog. The damage, said the judge, was worth only \$10. There was still, in his opinion, about \$3.95 worth of shoe left by the considerate termites.

Miss Rugo reluctantly accepted the decision, but later commented that the judge and her landlady were as buggy as her shoes.

# Superior Fill... Superb Lustre...

## SUPERFIL

United's New Heel and Edge Stain



**USMC** announces SUPERFIL STAIN for heels and edges — a new edge finishing material in all popular shades with the finest fill and lustre ever available.

Made from a new formula and by a completely new method, SUPERFIL combines more plus advantages than other edge inks. It's easily applied by machine or hand. A high solid content leaves a well filled foundation for easy setting. Drying time is quick — coverage uniform and spread is economical. SUPERFIL provides a high style finish to all types of heels or edges.

If you haven't yet used SUPERFIL, you owe it to yourself to try this modern finish. You, like the many present users, will be pleased with the appearance of your heels and edges.

**Only SUPERFIL Gives All These**

- Good mileage — easy application
- Excellent fill
- Uniform color
- Fast drying
- Easy setting
- High lustre
- Flexible — durable
- Machine or hand application
- May be used one-set or two-set over regular fillers (or over a primer as a two coat — one-set operation)
- Thoroughly tested

# UNITED FINISHES

PRODUCTS  
OF  
**B B CHEMICAL CO.**  
FINISHES FOR UPPERS  
BOTTOMS • HEELS • EDGES

**UNITED SHOE MACHINERY CORPORATION**  
BOSTON, MASSACHUSETTS



## Flying Tanner

P. J. Crowhurst, president of A. J. Crowhurst & Sons, Belleville, N. J., patent leather manufacturing affiliate of Colonial Tanning Co., Boston, is greeted upon arrival at Ayer, Mass., airport after flying his own plane from Newark. Crowhurst made the trip to discuss business plans with executives of Colonial and Hartnett Tanning Co., Ayer side leather manufacturing affiliate of Colonial. Pictured left to right are Edwin B. Coltin, Hartnett treasurer; James T. Hartnett, general superintendent at Hartnett Tanning Co.; Crowhurst; and Archie Kaplan, treasurer of Colonial Tanning Co.

## CIO Charter

... is presented by John Maurillo, sub regional CIO director, to officials of local 1712, United Tannery Workers Union, at brief ceremony in Gloversville, N. Y., home of the new right wing tannery union. Brace Shepard, temporary president of the union, accepts the Phil Murray-approved charter, as other officers and Peter Aversa, CIO field representative, look on. Pictured, left to right, are: Fred Weber, union vice president; Shepard; Harold Taylor, treasurer; Earl Putnam, secretary; Maurillo and Aversa. The new Gloversville local now claims a majority of workers in 10 Fulton County tanneries, eight of which were involved in a long-standing strike with former Local 202, IFLWU. The Gloversville Local expects to get Charter No. 1 when the CIO expels IFLWU, forms a new right wing tannery union.

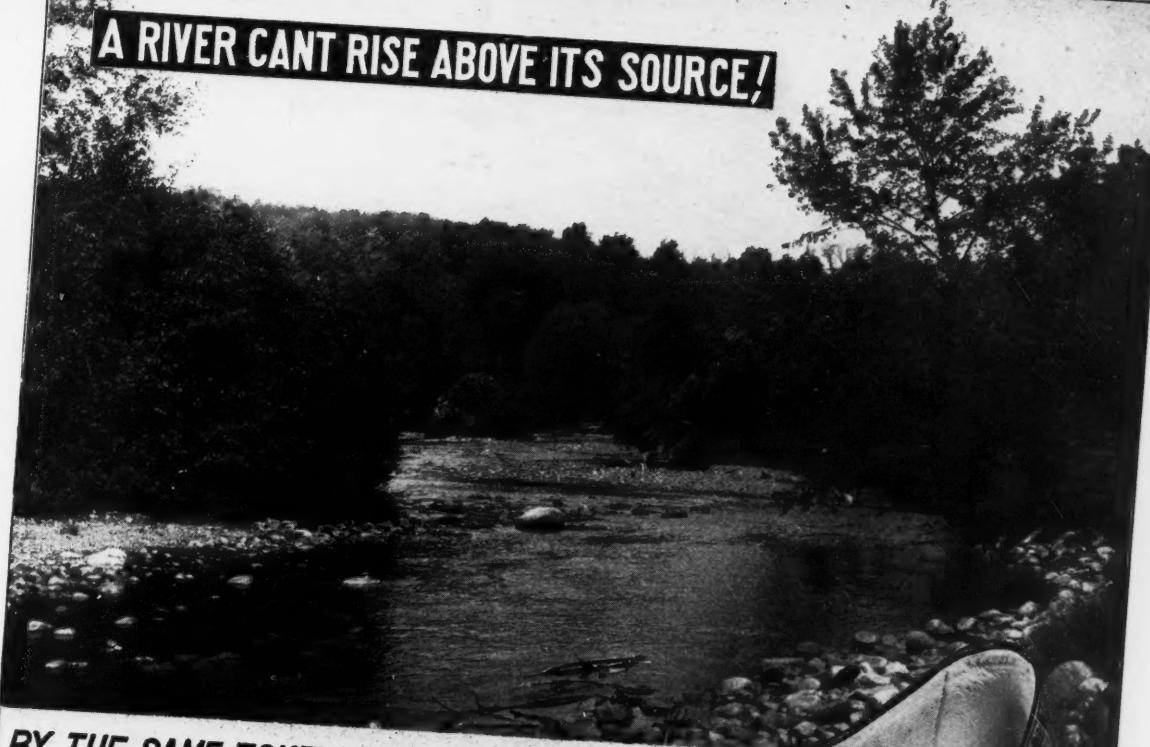


## "Lend-Lease" To Israel

... are these General Shoe Corp. manufacturing specialists who are leaving this month for Jerusalem where they will operate Israel's first modern shoe factory. The factory, financed by American and Israel capitalists, will be operated entirely by General Shoe Corp. for its owners. Left to right, top row, Claude M. Swinney, chief executive of the Jerusalem Plant, is congratulated by Maxey Jarman, chairman of the board of General Shoe; Cliff M. Lee, superintendent; Charles McGavock, cutting and fitting room manager. Seated, left to right, are: Clyde Sawyer, finishing and packing department manager; Frank Moore, welt department machinist; Roy Olney, welt and sole cutting manager; and Riley Moore, last and insole manager. All are due in Jerusalem on April 17 and will open the factory soon after.



A RIVER CAN'T RISE ABOVE ITS SOURCE!



BY THE SAME TOKEN A SHOE CAN'T RISE  
IN POPULARITY ABOVE PUBLIC OPINION OF IT

How important it is then to have a shoe made with what it takes to make it click with a multitude of people. Rivers flow along the line of least resistance to reach their objective. In shoe-making it is planning that's required to favorably influence the unit volume and the dollar volume of sales. In

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For Men's, Women's and Children's Shoes you have bottom stock that you can use with complete confidence that its quality will appeal to a critical public. You'll have soles to talk about ad-wise and sales-wise. Whatever the quantity you buy we feel certain you'll say — "Never before did I buy as much satisfaction." Our nearest office is ready to give your needs close attention. Remember . . .

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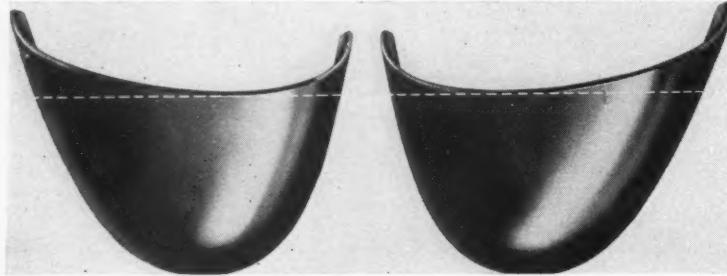
April 1, 1950—LEATHER and SHOES

# New Developments

## Radically Improved Steel Box Toe

Now available, the result of three years of intensive research, is the first of a planned series of radically new patented steel box toes known as WINGUARDS. They are offered for use, under license, as of April

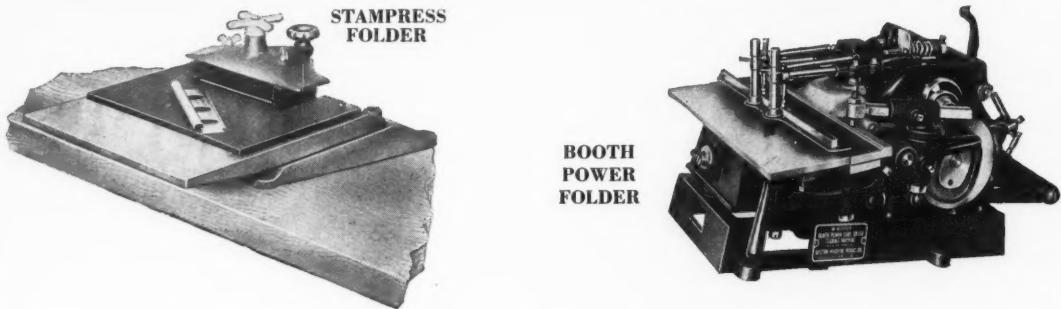
first. The new safety toes feature crescent-shaped rear edges that form rearward wall buttresses which support the toe dome under extreme vertical pressure. Tests in comparative footwear show a 30% improvement in strength over identical toes not having the WINGUARD feature.



Of even more importance than its added static strength are the vital triangles of its rearward walls which are located at precisely the points where buttressing is most required to resist pressure collapse.

After brief wear all shoes acquire a critically exaggerated toe spring that causes a progressive rearward inclination of the box toe. In ordinary dress footwear this condition, though negative to the appearance of the shoe, is of no particular consequence to foot health or safety. However, in safety shoes constructed with conventional steel box toes having straight lateral edges, this back-tipping causes the central rear edge area of the steel toe to overhang the toe members of the foot, with the base of the steel toe at the rear edge too far forward to support the dome under pressure. Poised in this position the toe can buckle along its rearward walls, permitting the rear edge to contact the toe members with damaging speed. The architecture of the new WINGUARD steel box toe and all future WINGUARD styles provides rearward bearing points that cannot fail to support the toe dome—no matter how abnormal the toe spring becomes.

Illustrated here is Style 400, first



## Make Each Pair of Shoes "Identical Twins" with Either of These Folding Machines

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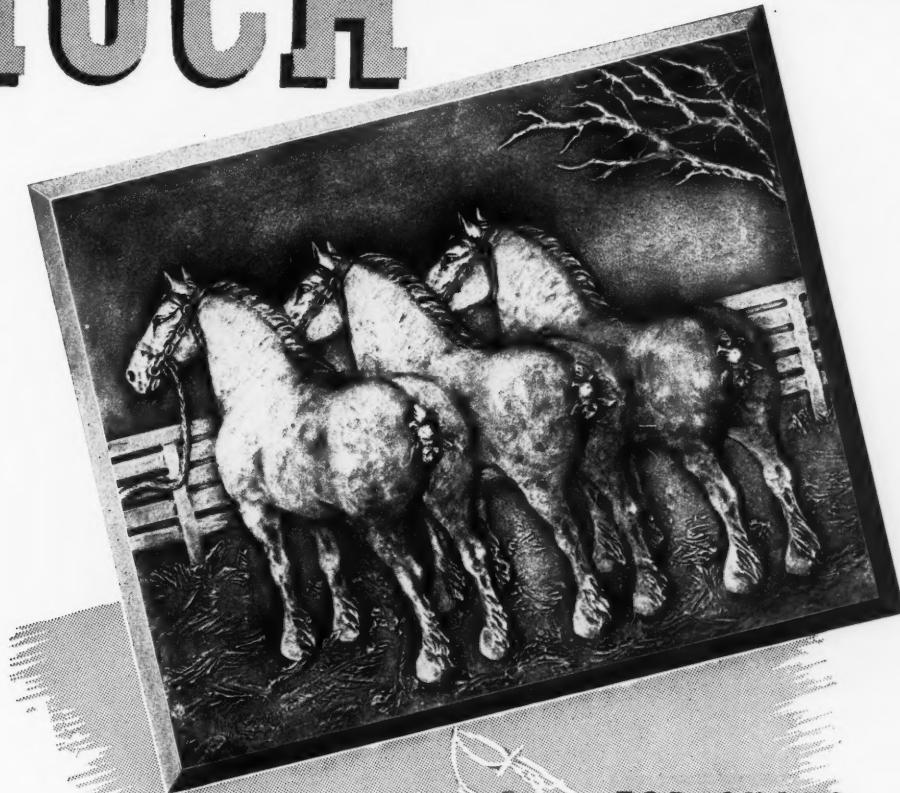
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**SWOTAN**

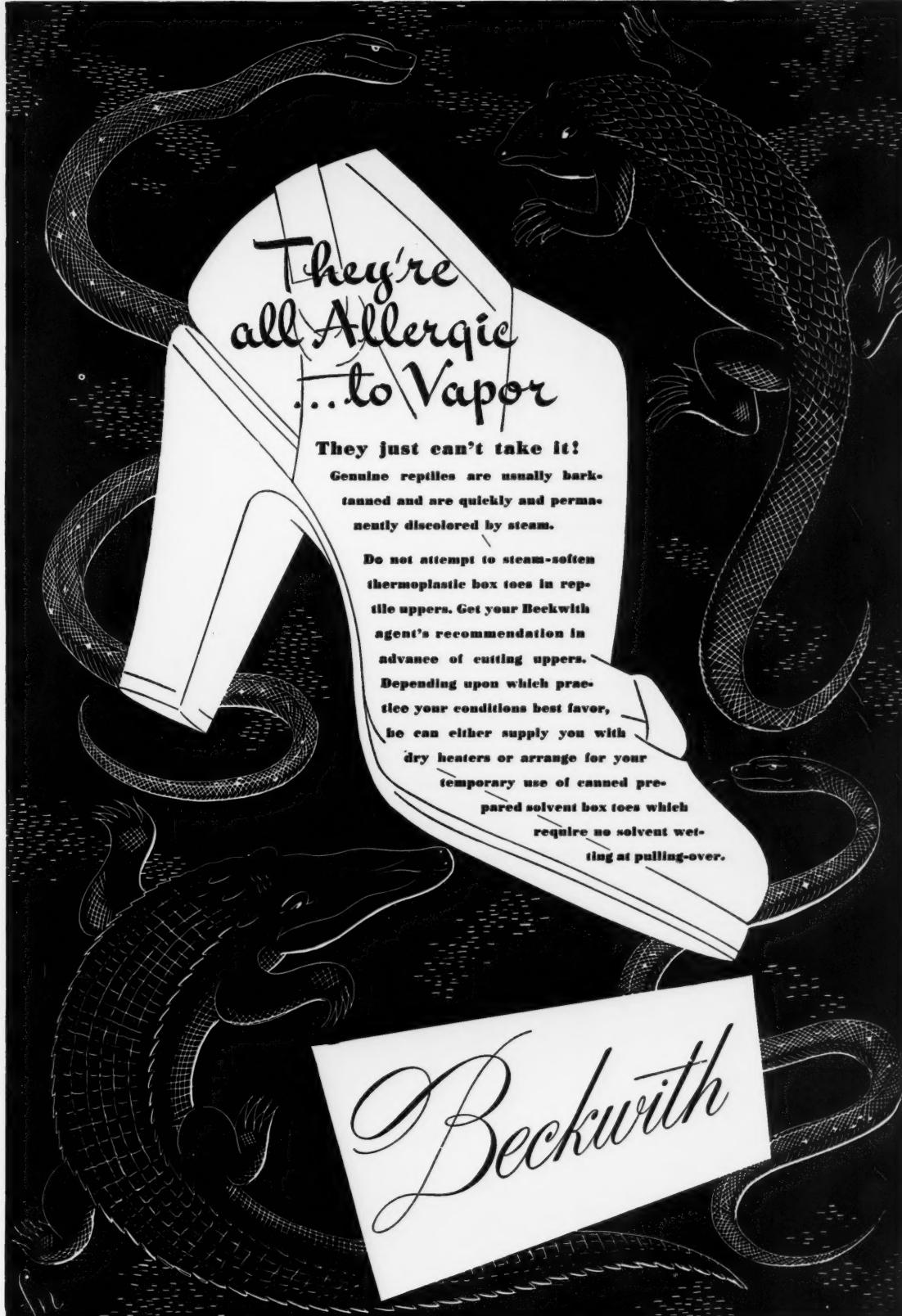
**GARMENT HORSE  
WORK GLOVE HORSE  
(Grain and Splits)  
SPORTING GOODS LEATHER  
RETAN SOLE LEATHER  
SPECIALTIES**

of the new toe series. The dotted line indicates the back edge of a conventional steel toe lacking the "vital triangles" of metal formed by WIN-GUARD's unique rear edge. Note that the rear edge extension of the outside wall is longer than that of the inside wall, which is consistent with both foot shape and normal flexion of the shoe. The rear edge is entirely disposed forward of the flexing zone and will not negatively contact the toe members at any point unless the shoe is seriously misfitted. Style 400 is for Men's dress work, and is profiled for the styling of smart oxfords now in greatly increasing demand by a new generation of industrial workmen who object to wearing a conventional high-cut work boot. Striking shoes in plain toes, moccasins, cap toes and wing tips have been developed over the streamlined framework of WIN-GUARD 400. Each size (5 through 12, full sizes only, B and D widths) is in progressive length grade, giving each wearer the same proportionate toe area protection regardless of shoe size.

WINGUARD 500 for work boots will be the next style to undergo tool-making. Much more rugged in profile than Style 400, the new work type is expected to go as far beyond standard work types in improved performance as 400 has advanced over the conventional dress 498 style.

No changes in shoemaking procedure need be anticipated. WIN-GUARDS fit the covered wood uniformly in all sizes. Conventional wood is in order, though a new last designed to hide the back edge of the steel toe has been developed by Safety Box Toe Company for the use of any safety shoemaker who is plagued by this problem. The new last, known as MASKEDGE, is separate news in itself, and last-makers will soon be in position to submit models.

*Source: Safety Box Toe Co., Boston. (Subsidiary of Beckwith Mfg. Co., Dover, N. H.)*



# They're all Allergic ...to Vapor

**They just can't take it!**

Genuine reptiles are usually bark-tanned and are quickly and permanently discolored by steam.

Do not attempt to steam-soften thermoplastic box toes in reptile uppers. Get your Beckwith agent's recommendation in advance of cutting uppers. Depending upon which practice your conditions best favor, he can either supply you with dry heaters or arrange for your temporary use of canned prepared solvent box toes which require no solvent wetting at pulling-over.

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## "DAS LEDER"

—Important New  
Leather Journal

By  
Rolf Quarck

IN January 1950, the first issue of Das Leder, a German technical leather journal, has appeared. It is a fortunate circumstance that its Editor, Professor Dr. Adolf Kuentzel, has personally brought the first copies to this country. Thus the writer had the advantage and pleasure of obtaining from Dr. Kuentzel an explanation of the background, purpose and other matters pertaining to Das Leder, which will appear monthly.

It is of interest to note that through adversity Western Germany is forced to face and act upon fundamental problems which are on our minds also, dealing with the position of leather in the world of synthetics.

Dr. Kuentzel points out that research is devoid of any value unless it contributes, directly or indirectly, to progress in technology which in the end means economics. Since the tanners (and shoe manufacturers, etc.) must apply the results of research, how can they play their part unless they are capable of interpreting the meaning of the original research?

In Western Germany today, it has become necessary to make the most of every opportunity which in the case of the tanning industry calls for close coordination of research and application, coupled with an effective liaison between the tanners and their customers and suppliers. Therefore, the Association for Tanning Chemistry and Technology has been formed in Western Germany. On its Board of Directors, we find the names not only of chemists and tanners, but also of representatives of the shoe industry, machine manufacturers, hide dealers. They all have—or should have—one interest in common: leather. One of the functions of Das Leder is to help bring them together.

In his introduction to the first issue, Dr. Kuentzel explains his approach to this problem. The prerequisite is establishment of a language which can at least be understood by all interested parties. This involves two phases: the chemist should avoid the use of terminology



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Actually Tanned WHITE—Not Bleached

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## Shoe Retailers . . .



You've got a  
stake in the  
Popular Price  
Shoe Market...  
and how!

| †SHOE DEPARTMENTS<br>with Volume under<br>\$200,000 in 1949 | †SHOE DEPARTMENTS<br>with Volume in excess<br>of \$200,000 in 1949 |
|---|--|
| % of Volume in Various Categories                           |  |
| WOMEN'S DRESS SHOES<br>82.4% Under \$10                     | WOMEN'S DRESS SHOES<br>78.8% Under \$10                            |
| WOMEN'S & MISSES SPORT WELTS<br>77.7% Under \$7             | WOMEN'S & MISSES SPORT WELTS<br>64.3% Under \$7                    |
| WOMEN'S CASUAL SHOES<br>66.5% Under \$7                     | WOMEN'S CASUAL SHOES<br>60.3% Under \$7                            |
| MEN'S DRESS SHOES<br>79.6% Under \$10                       | MEN'S DRESS SHOES<br>78.7% Under \$10                              |
| MEN'S WORK SHOES<br>78.1% Under \$7                         | MEN'S WORK SHOES<br>76.3% Under \$7                                |
| CHILDREN'S & GROWING GIRLS<br>74.4% Under \$6               | CHILDREN'S & GROWING GIRLS<br>60.9% Under \$6                      |
| BOYS<br>80.7% Under \$7                                     | BOYS<br>66.6% Under \$7  |
| WOMEN'S SLIPPERS<br>69.7% Under \$4                         | WOMEN'S SLIPPERS<br>62.5% Under \$4                                |
| MEN'S SLIPPERS<br>77.4% Under \$5                           | MEN'S SLIPPERS<br>71.2% Under \$5                                  |
| CHILDREN'S SLIPPERS<br>75.6% Under \$3                      | CHILDREN'S SLIPPERS<br>63.8% Under \$3                             |

†Based on sales figures supplied by respondent department stores.



May 14 thru 18  
Hotels New Yorker & McAlpin, New York  
Popular Price Shoe Show of America

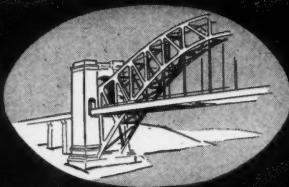
Sponsored Jointly by: New England Shoe and Leather Association... National Association of Shoe Chain Stores

As part of its service to the industry PPSSA defines and charts the Popular Price market for all who depend upon it . . . department stores, chains and independents alike. The only industry-wide show for fall 1950, PPSSA is more than an exposition . . . **IT'S A BLUEPRINT FOR PROFITS!**

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**MANUFACTURERS:** Get in the big volume market! Act immediately to secure exhibit space! Write for application to Popular Price Shoe Show of America, 210 Lincoln Street, Boston 11, Mass.

*\*Based on A Survey of Department Stores and How Their Sales of Men's and Women's Footwear are Divided by Price Classes. Made for the Popular Price Shoe Show of America by Fact Finders, Inc.*



## When You Build a Bridge Between Toe and Heel Select from these Basic Designs

Well-fitted shanks are essential in preserving the work of stylist, last maker, and shoemaker. Much of their creative skill and craftsmanship can be lost unless the shank — strongest structural member of the shoe — fits properly and helps to maintain correct lines.

If your present shank fitting schedule leaves room for improvement in your shoemaking, you need United's shank fitting service by specialists. Judge for yourself in your own shoes the effectiveness of a properly fitted shank. Just ask your United Man.



UNITED SHOE MACHINERY CORPORATION  
BOSTON, MASSACHUSETTS



which can be substituted by more easily understandable expressions, and the "layman" must be taught to understand those terms which cannot be reduced to generally known words. In this respect, the chemist will have to make concessions, but he may be aided by the thought that it is easier to sell something when the buyer understands what it is he is asked to buy.

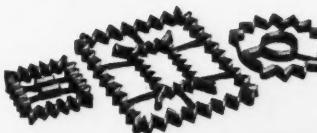
When we consider the tremendous influx of tanners into the A.L.C.A. during the last decade, and the remarkable part some of them are playing today in the activities of that organization, it surely does not take too much imagination to visualize what could be accomplished by a determined attempt at spreading knowledge and understanding of tanning chemistry.

Dr. Kuentzel also talks about the lack of knowledge among the tanners of what the shoe manufacturers want, and lack of understanding among the shoe manufacturers of the tanners' capabilities and limitations. He feels strongly that this obstacle must be eliminated, and believes that the inherent inertia and the objections rooted in tradition can be blasted away by the compelling force of the will to survive. He wants to bring into this co-operating group not only shoe manufacturers and other users of leather, but also suppliers of raw materials, beginning with hides and skins. All this seems to represent a definite plan to fight for the position of leather.

The first issue of *Das Leder* intends primarily to acquaint its Continental readers with some of the most important developments in the world during the time when the Continent was sealed off. We find an article on pasting, also abstracts of papers on this important technological development; a review of the work done with the electron microscope on the investigation of collagen; a survey of the British work on salt and acid determination in vegetable tan liquors, and its practical significance; a summary of work on hide preservation; abstracts of other foreign publications; book review; patents, news items. There is an economic section, and a question-and-answer department (which in this instance covers thoroughly and interestingly the problem of deterioration of concrete tanning vats by exchange tannins).

Judging from the program outlined by Dr. Kuentzel, *Das Leder* will become progressively more valuable as it turns to German work.

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Elk and Smooth IN  
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# Foreign News And Markets

## Peru

### Hides And Skins

Peruvian rawstock production in 1949 was as follows (in pieces):

|                     |           |
|---------------------|-----------|
| Cattlehides         | 290,000   |
| Goatskins           | 820,000   |
| Sheepskins          | 1,300,000 |
| Alligator skins     | 27,000    |
| Black peccary skins | 25,000    |
| Grey peccary skins  | 35,000    |
| Deerskins           | 30,000    |

There has been an increased demand for this rawstock from the U. S. and Europe. The U. S. takes 98 percent of the goatskins and nearly all of the peccary skins. However, exports of hides and skins during 1949 continued downward, a trend over the past three or four years. There has been some recovery in sheep and

alligator skins. The need of Peru for more U. S. dollars is expected to motivate higher exports.

### Tanning Materials

About 2,000 tons of tara pods were gathered in 1949. This was 17 percent below 1948. The equivalent in tara powder is about 1,000 tons. The lower 1949 output was due to sluggish foreign demand and small home consumption. As much as 4,000 tons of tara pods could be gathered if the demand existed. Tara pod collection in 1948 was 2,400 tons; for 1947, 3,500 tons.

Consumption of quebracho extract in 1949 was 1,800 tons. Limited Peruvian foreign exchange has caused a reduction in these imports from Argentina.

## Argentine Hide Exports Show Gain in Jan.

Exports of hides and kips by Argentina during Jan. rose to 1,214,000 pieces or 15.6 percent greater than in Jan., 1949. Shipments to the U. S. during Jan. totaled 173,000 pieces.

Jan. shipments marked the fourth consecutive month that Argentina has shipped hides to the U. S. since IAPI relaxed controls on hide exports here. In the four-month period Oct. through Jan., Argentina has shipped a total of 523,000 hides and kips to the U. S. plus 19,000 for Canada.

England was again the largest receiver in Jan., with a total of 265,000 pieces. Scandinavian countries received 170,000 hides; Germany, 109,000; Rumania, 93,000; Hungary, 81,000; Austria, 70,000; and Holland 64,000.

## Brazil Leather Output Down 20% in 1949

Overall production of leather in Brazil during 1949 was down 20 percent from 1948, according to Brazilian consular reports. The decline was attributed to decreased leather exports and a falling domestic shoe output.

Of a total of 460 tanneries operat-

# WINSLOW



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WINSLOW BROS. & SMITH COMPANY

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ing in Brazil at the end of last year, only 20 were of good size. Tannery output was approximately 2,390,000 cattlehides, 3,200,000 goatskins, 440,000 cabrettas, 250 sheepskins, and 1,300,000 pigskins. Except for exports of reptile skins, which were doubled over 1948, leather exports to the U. S. fell drastically below a year ago.

### Cuba

#### Leather

Cuba has about 88 tanneries—80 sole leather and only eight upper leather. A total of 80,000 side uppers a month are tanned. There are only about 10 fairly large sole leather tanneries, tanning about 2,500 hides a month each; the smaller ones average around 250 hides each monthly.

One new synthetic soiling plant was recently set up, valued at \$300,000. The soles are based on a French process—rubber with leather shavings. The Cubans use lots of rubber soles with canvas uppers. Shoe manufacturers are using 40-45 percent of synthetic or rubber soles in the total shoe output.

#### Shoes

The shoe industry uses about 90

percent of the domestic and imported leathers. There are about six large shoe plants—all of them making only men's shoes. Women's shoes are made only by small shops. The latter distribute their shoes through wholesalers.

The Cuban shoe industry has been seriously affected by increasing volume of imported footwear. Government efforts to control prices have been ineffectual. Price reductions amounted to 25-30 percent in the cheaper grades, 10-15 percent in better grades. Retail prices of imported shoes are \$9-\$24 (men's) as compared with \$6-\$16 for domestic shoes. Women's imported shoes are \$3.50-\$14, and for the domestic products about the same. Shoe imports in 1949 were substantially higher than in 1948—with the U. S. supplying about 95 percent of the pairage.

### Argentina

#### Tanning Materials

Quebracho exports in 1949 were 132,290 tons, eight percent below the 144,013 tons of 1948. These exports increased sharply in 1949 after the new foreign exchange rate was set in Argentina. Present prices are

expected to hold indefinitely. November and December sales at more than 50,000 tons established a new record for the two months.

The government has been worried about the decline in quebracho exports and reduced foreign demand. Many former users of quebracho have shifted to other tanning materials—for example, to wattle extract or syntans—due to the period of prohibitive prices on quebracho and restricted exports.

#### Hides And Skins

Before the war Argentina accounted for 4.4 percent of the world's total hide output, and 3.4 percent of goat and sheep skins. Exports of hides and skins for 1949, as compared with 1948, were as follows:

|                       | 1949      | 1948      |
|-----------------------|-----------|-----------|
| Salted oxhides        | 5,357,751 | 4,455,775 |
| Dry oxhides           | 660,018   | 626,289   |
| Salted                |           |           |
| calfskins             | 2,584,187 | 1,472,488 |
| Dry calfskins         | 246,004   | 304,609   |
| Salted                |           |           |
| horsehides            | 282,888   | 214,423   |
| Dry horsehides        | 69,076    | 65,179    |
| Sheepskins<br>(bales) | 32,041    | 34,796    |
| Goatskins<br>(bales)  | 2,945     | 3,708     |

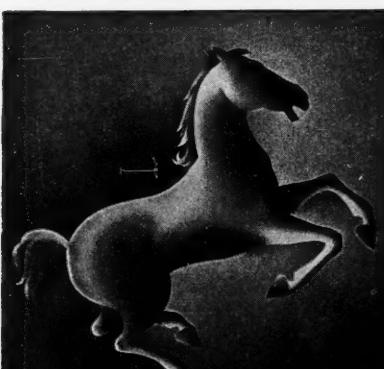
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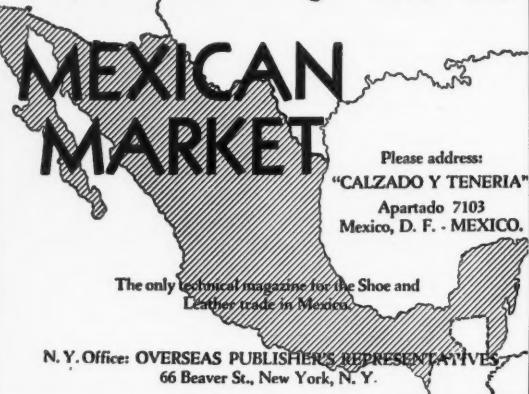
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# Leather MARKETS

Leather market generally slower this week. Prices easier in some selections although tanners hold to list prices. Calf and kid suede show sales spurt.

## New York Markets

**Upper Leather:** Leather traders are complaining that they are being squeezed on prices and say shoe manufacturers are looking for cheap leather. Price lists are being held firm, which is natural in view of the price of hides and calfskin prices. Tanners are resisting the efforts to buy at lower levels. Thus business is slow until somebody gives way and general trading gets under way. Shoe factories are said not very active on

new business but that will come after the retail stores have a chance to move out their Easter stock.

Prices on large spread sides remain 35-37c on the low grades with buyers trying to buy down to 30c and below. Most tanners holding firm at the 35-37c level. There has been a good demand for heavy weight women's smooth calfskins for the unlined shoe trade but that has fallen off somewhat this week. Prices start at \$1.02 and down with the volume business around 90c. Suedes are selling but lack the volume of years past.

**Sheepskins:** Sales of lining sheepskin also reported slow in this market. This would be expected in view of the large demand for unlined

## LEATHER: ITS PRICE AND TREND

| KIND OF LEATHER                 | THIS WEEK | MONTH AGO | YEAR AGO      | 1949 HIGH |
|---------------------------------|-----------|-----------|---------------|-----------|
| CALF (Men's HM) .....           | 93-1.09   | 90-1.06   | 95-1.10       | 95-1.15   |
| CALF (Women's) .....            | 80-1.02   | 85-1.06   | 83-1.02       | 90-1.10   |
| CALF SUEDE .....                | 1.10-1.20 | 1.10-1.20 | 1.00-1.20     | 1.05-1.30 |
| KID (Black Glazed) .....        | 70-1.00   | 70-1.00   | 50-75         | 70-1.00   |
| KID SUEDE .....                 | 70-88     | 70-88     | 50-75         | 70-90     |
| PATENT (Extreme) .....          | 48-56     | 48-56     | 48-56         | 56-66     |
| SHEEP (Russet Linings) .....    | 18-23     | 18-23     | 20-22         | 19-23     |
| KIPS (Corrected) .....          | 57-61     | 57-61     | 50-55         | 57-61     |
| EXTREMES (Corrected) .....      | 45-53     | 45-53     | 45-51         | 48-53     |
| WORK ELK (Corrected) .....      | 44-54     | 44-54     | 44-48         | 52-56     |
| SOLF (Light Bends) .....        | 64-66     | 64-66     | 60-63         | 68-72     |
| BELLIES .....                   | 40-44     | 40-44     | 32-35         | 44-48     |
| SHOULDERS (Dble. Rgh.) .....    | 64-68     | 64-68     | 49-53         | 64-72     |
| SPLITS (Lt. Suede) .....        | 36-41     | 36-41     | 38-44         | 39-44     |
| SPLITS (Finished Linings) ..... | 20-23     | 20-23     | 20-23         | 22-24     |
| SPLITS (Gussets) .....          | 17-20     | 17-20     | 18-19         | 19-20     |
| WELTING (1/2 x 1/8) .....       | 8 3/4     | 9         | 8             | 9 1/2-10  |
| LIGHT NATIVE COWS .....         | 24 1/2-26 | 24-25 1/2 | 23 1/2-24 1/2 | 29 1/2    |

All prices quoted are the range on best selection of standard tannages using quality rawstock.

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UNIFORMITY IN  
SOLE LEATHER



CUT STOCK  
BENDS • BACKS  
BELLIES • HEADS  
SHOULDERS

**EBERLE**  
TANNING CO.  
Westfield, Penna.

shoes today. Prices holding firm due to high cost of raw stock. Vegetable tanned lining leather starts at 25-26c and down as to tannage while chrome tanned is usually 28c and down. The novelty trade is said fairly active but lacks the demand of some weeks back. High color leathers sell 28-26c per foot and on black and browns 27-25c per foot. Demand for garment sheepskin very slow.

**Sole Leather:** The light and medium weights continue wanted here and in some descriptions hard to find. Heavy leather, however, continues neglected and the price spread between the wanted and unwanted types quite broad. Medium bends selling 55-57c as to tannage and lights up to 65c but heavies are top at 52c with some tannages and weights selling below 50c. Bellies, cows and steers are 43-44c but here too the heavy end is not wanted.

### Sole Leathers

Continuing sales lag reported by Boston sole leather tanners who find little to encourage them. Tanners still find they can sell all the light leather they have and much of the middle weights. Heavy leather, however,

largely ignored and this is the market tanners want to see moving. Buyers continue to emphasize price rather than quality; pay little attention to bends over 9½ irons. Prices continue nominal except for lighter leathers.

Light Bends: 64-66c  
Medium Bends: 52-57c  
Heavy Bends: 48-53c

Sole leather tanners in Philadelphia report demand in repair and factory leathers is considered spotty. Some buying in both of these kinds of leathers, but it is apparently hand-to-mouth with little advance ordering. Prices remain as quoted last week. Demand for heads and bellies is good and tanners are sold out of them at prices that hold firm.

### Sole Leather Offal

Boston sole leather offal dealers and tanners report sales continue moderate. Prices are somewhat easier all along the line. Buyers are still interested in light leathers at fairly firm prices. Interest in heavy leathers lagging with few good sales reported and these are made at 1-2c less than recently. Cow bellies move well up to 44c tops but steer bellies are slower at 40-42c. Single shoulders

with heads on bring up to 51c for lights but heavies are slow at 40-43c. Double rough shoulders fall off this week; both welting and waist belt manufacturers able to buy what they want at 1-2c less than previous sales. Light heads active and steady; heavy slow. Shanks moderate.

Bellies: Steers: 40-42c; Cows: 40-44c  
Single shoulders, heads on: Light, 46-51c; Heavy, 40-43c  
Double rough shoulders: 64-68c  
Heads: 21-25c  
Fore shanks: 30-34c  
Hind shanks 33-36c

### Calf Leathers

Boston calf tanners well satisfied with sales this week. Calf leathers promise to be among most active for Fall run. With demand growing and rawstock situation continuing tight, outlook is for firm prices over next few months. There is less interest in light weight calf but prices have steadied after recent drop. Heavy-weight calf more than holds its own. Buyers show little price resistance with sales made at 85c and up. Sampling in black calf suede picks up, some good orders reported. Buyer interest indicates suede season about to begin and black calf will be heavy seller.

Men's weights: B 93-1.09; C 88-1.03; D 78-97; X 73-87; XX 69c.

Women's weights: B 89-1.02; C 83-93; D 76-88; X 66-82; XX 51-66c.

Suede: 1.10-1.20; 1.03-1.10; 90-93c.

### Kid Leathers

Philadelphia kid leather tanners report business hasn't picked up perceptibly after the Leather Show. Shoe manufacturers have already bought their leathers for Easter and are not planning much cutting after Easter since indications are that there won't be much demand at that period.

Very few Fall orders coming in for any leathers excepting suede, which is selling fairly well in the 35c to 50c level in black, with a good percentage of colors reported as also finding buyers. Stock colors, such as blue and brown, are considered good sellers. Red, green and gray reported several weeks ago as anticipated for Fall are considered to account for a small amount of business. Price lists in suede are the same as last week.

Glazed quiet, with some sales made in the 30c to 50c level. Prices still go up to \$1.05 and in some cases \$1.10, but few sales made at these prices. Linings are also doing little business—selling mainly in the 26c to 40c range. The high of 60c that was quoted is considered currently out of line by many tanners who feel that 50c is a more realistic figure when sales are actually made.

Slipper leather quiet except for a small demand from manufacturers who are doing a good year-round business. It is too early for the Christmas ordering and too late for Easter trade. Prices still go from 30c to 63c with the high price quoted for large skins that sell to cowboy boot manufacturers. These are always in demand, and tanners sell all

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EAGLE-OTTAWA LEATHER COMPANY, GRAND HAVEN, MICH.

they can get, but they are not able to get the large skins in sufficient quantity. Nothing new reported in satin mats or crushed.

Suede: 35c-93c  
Linings: 26c-50c  
Slipper: 30c-63c  
Glazed: 30c-\$1.05; \$1.10  
Satins: 50c-\$1.10  
Crushed: 35c-65c

### Sheep Leathers

Boston tanners report sheep leathers continue firm and active. Good demand, shortage of good pickled skins, tightening imports indicate firm prices for months ahead. Although this is the slow shoe season, good slipper orders are reported for naturals. Some advances noted up to 1c in medium and upper grades with 23c usually quoted for better grades. Volume sales made between 12½c-19c with boot linings most active at 16-19. Orders from cowboy boot manufacturers steady in medium and medium-low grades. Not much doing below 10c. Season over for colored vegetable linings with pick-up expected after Easter. Chrome linings slow. Garments quiet.

Russet linings: 23, 21, 19, 17, 13, 11c  
Colored vegetable linings: 22, 20, 18, 16, 14c.  
Hat sweat: 26, 24, 22, 20c  
Chrome linings: 26, 24, 22c  
Garment grains: 26, 24, 22, 20c  
Garment suede: 27, 25, 23, 21c

### Side Leathers

Boston side leather tanners feel effect of in-between season of shoe manufacturers. Demand has slowed to a walk with no immediate sign of pickup. If Easter retail sales are as good as expected, side leather tanners will find quick pickup in orders. There is some interest in lightweight aniline types around 3-4 oz. Above this, not much doing and prices are nominal only. Some tanners report good sales in very light boarded elk; others say Scotch grain seems in for good season.

Corrected Kips: B 53-61; C 51-59; D 49-57, X 43-50c  
Corrected Extremes: 45-53; 48-49; 41-47; 38-44c  
Corrected Large: 40-45; 38-42; 36-40; 33-37c  
Work Elk: 44-54; 42-46; 40-44; 38-42c

### Splits

Sales slow, prices not too steady, according to Boston splits tanners. What sales are made generally concentrate in heavier splits. There is fair demand for these. Finished linings find only moderate sales between 18-23c. Gussets are fair at 17-20c. Blue and pickled splits not too active. Light suede draws little buyer interest but there are some good sales made in heavy suede for men. The latter sell between 32-41c generally.

Light suede: 36-41; 34-39; 32-36c  
Heavy suede: 43-46; 41-43; 38-40c  
Retan sole: 40, 38, 35, 33, 30c  
Finished linings: 18-20; 20-22; 22-23c

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Complete line of leather INSOLES  
and leather COUNTERS

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CHICAGO - NEW YORK - BOSTON



Gussets: 17-20c  
Blue splits: Heavy, 14-15c; Light,  
12½-13½c  
Pickled: Heavy, 13½-14c; Light,  
12-12½c

### Welting

As one run ends and another is not yet under way, welting manufacturers find new business slow. Here and there are substantial sales made to manufacturers of moderate priced shoes. High priced lines not active. Price struggle continues as makers ask 9c, users offer 8½c. Sales still made at 9c but some reported at 8½c. Specialty welting now being actively promoted in expectation of biggest fall run on record. Both style and utilitarian themes stressed about evenly. Synthetic welting fair as season ends.

### Belting Leathers

Philadelphia belting leather tanners report particularly heavy demand for light and extra lights. Some demand for other weights, but not to the same degree.

The trouble is that tanners cannot meet the demand since they have practically no stock. Most tanners did not want to pay the high price of 29c for light steers several months ago, since it was impossible to anticipate that current business would be for this weight. They don't want to stock up too heavily now, not knowing whether the demand will still be so strong four months from now (the length of time it takes to process the hides into leather). As one tanner put it, leather business is always a gamble and right now the situation is a difficult one.

Price lists unchanged in all weights. Shoulders selling well — mostly in light weights when they are in stock — both for welting and waist belting.

Curriers report good business generally with the exception of curried shoulders which finally slowed up due to the lack of retail buying of waist belts. However, this went past its usual season and it was expected to decline quite a while ago. There is great demand for curried bend butts in light and extra light weights but no stock. Prices are unchanged.

#### AVERAGE BELTING PRICES

|                 | 1 Ex. heavy | 2 Ex. heavy | 3 Ex. heavy |
|-----------------|-------------|-------------|-------------|
| No. 1 Ex. light |             |             | 96c         |
| No. 2 Ex. light |             |             | 98c         |
| No. 3 Ex. light |             |             | 92c         |
| No. 2 Ex. light |             |             | 94c         |
| No. 3 Ex. light |             |             | 88c         |
| No. 3 Ex. light |             |             | 90c         |

#### RANGE OF CURRIED PRICES

|                 | Curried Best Sele. | 2nd       | 3rd       |
|-----------------|--------------------|-----------|-----------|
| Bend Butts      | 1.19-1.33          | 1.15-1.30 | 1.09-1.15 |
| Centers 12"     | 1.48-1.64          | 1.42-1.60 | 1.20-1.31 |
| Centers 24"     | 1.44-1.62          | 1.38-1.58 | 1.24-1.30 |
| Centers 28"-30" | 1.44-1.57          | 1.38-1.54 | 1.24-1.30 |
| Wide Sides      | 1.09-1.30          | 1.05-1.26 | .98-1.08  |
| Narrow Sides    | 1.02-1.13          | .98-1.09  | .93-1.04  |

(Premiums to be added: X-light plus 12-13c; light plus 5-13c; X-heavy plus 8-10c.)

### Bag, Case and Strap

For the second consecutive week, tanners report less demand, partially as a result of the anticipation of lower leather prices and the fact that the current buying season is drawing near an end.

Consequently, tanners' list prices are held identical with those of last week, although a weaker tone is definitely in the making.

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|                |             |
|----------------|-------------|
| 2 ounce case   | 44, 41, 38c |
| 2½ ounce case  | 47, 44, 41c |
| 3½ ounce strap | 55, 52, 49c |
| 4 ounce strap  | 58, 55, 52c |
| 5 ounce strap  | 62, 59, 56c |

## Garment Leathers

Despite slightly lower raw stock prices, tanners are still faced with the problem of trading to sell finished leathers at their current strong prices. Much price resistance is still encountered according to most tanners' reports, which has been the situation for a number of months.

Smooth grain garment leathers continue to be pegged at 29, 27 and 25c for the three standard grades, while in suede leathers, prices are listed at 27, 26 and 25c. Up to 28c, however, is being obtained, according to some tanners, on top grade materials.

Horsehide leathers still managing to maintain a steady to firm market. Raw materials still scarce, with the result that finished leather production is on the slow side.

|                             |                |
|-----------------------------|----------------|
| Suede garment               | 27-28, 26, 25c |
| Grain garment               | 29, 27, 25c    |
| (High colored grain garment | 2c more)       |
| Average horsehide leather   | 36c            |
| Very best up to             | 39-40c         |

## Work Gloves

The bulk of the country's large work glove manufacturers while purchasing work glove splits occasionally, have yet to enter into the start of the buying season. With this in mind, the current market is reflecting steady money on leathers, with volume trading somewhat limited.

Tanners agree that heavy trading should begin some time in April, the normal beginning of the buying season. Meanwhile, horse shanks, cow bellies and shoulder splits are likewise maintaining a firm edge on prices.

|                                       |             |
|---------------------------------------|-------------|
| Horse Shanks, 40-45 avg. ft. per doz. | 21c         |
| Horse Shanks, 50-55 avg. ft. per doz. | 25c         |
| Cow Bellies, 40-45 avg. ft. per doz.  | 24c         |
| Cow Bellies, 50-55 avg. ft. per doz.  | 26c         |
| Shoulder Splits, per pound:           |             |
| No. 1's                               | 50c         |
| No. 2's                               | 40c         |
| No. 3's                               | 25-30c      |
| Light-Medium Glove Splits             | 19, 18, 17c |

## Glove Leathers

Men's weights continue to dominate sales in the glove leather market. Pigs, deerskins and heavy capes in good demand in both grain and suedes. Prices steady in all weights and grades.

Deerskins quoted at 54c, 44c and 34c. Lower grades on a bargaining basis. Cream and cork the predominating colors.

Average price of Grey Hair Pecaries 75c per foot for the three top grades combined. Lower grades run from 45c down to 15c, depending on

quality. Men's weight capes offered at 65c, 60c, 55c, 50c, 45c, 32c and 26c in staple colors. High colors are slightly higher. Considerable interest shown in men's high color suedes. Prices start about 42c for the best grade.

## TANNING Materials

Raw Tanning Materials prices continue firm but buying interest showed little or no improvement over previous week and trading spotty. Quotations on Tanning Extracts unchanged.

Business in Tanning Oils confined generally to replacements and prices for the most part were without change.

### Raw Tanning Materials

|                                 |   |
|---------------------------------|---|
| Div'l. Div'l. shipment, bags    | \$70.00   |
| Wattle bark, ton.               | \$65.00 for "Fair Average" and \$62.50 for "Merchantable" |
| Sumac, 25% leaf                 | \$72.00   |
| 30% leaf                        | \$75.00   |
| Myrobalans, J. 1s               | \$52.00-\$53.00   |
| (Crushed \$75.00) J. 2s         | \$48.75   |
| Valonia Cups, 30-32% guaranteed | \$52.00   |
| Valonia Beards                  | \$78.00   |
| Mangrove Bark, So. Am.          | \$63.00-\$64.00   |

### Tanning Extracts

|   |        |
|---|--------|
| Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant   |        |
| Tank cars   | 3.70   |
| Barrels c.l.  | 4.33   |
| Barrels, l.c.l.   | 4.65   |
| Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant |        |
| Bags, c.l.  | 9.60   |
| Bags, l.c.l.  | 10.30  |
| Bags, less than 100 pounds                                  | 15.00  |
| Cutch, solid Borneo, 55% tannin, pic. duty                  | .07    |
| Gambier Extract, 25% tannin, bbls.                          | .09    |
| Hemlock extract, 25% tannin, tk. cars.                      | .12    |
| Wattle bark, extract, solid                                 | .0525  |
| Quebracho extract   |        |
| Solid, ord., basis 63% tannin, c.l.                         |        |
| Solid, pic. duty  | 8 5/16 |
| Solid, clar., basis 64% tannin, c.l.                        | .09    |
| Liquid, basis 35% tannin, bbls.                             | .08    |
| Ground extract  | .16    |
| Powdered super spruce, bags, c.l.                           |        |
| .054%; l.c.l.   | .05    |
| Spruce extract, tk. f.o.b. works                            | .01    |
| Wattle bark, extract, solid                                 | .06    |

### Tanners' Oils

|  |         |
|--|---------|
| Cod oil, Nf'd., drums                          | .85     |
| Castor oil No. 1 C.P. drs. l.c.l.              | .20     |
| Sulphonated castor oil, 75%                    | .17     |
| Cod, sulphonated, pure 25% moisture            | .11     |
| Cod, sulphonated, 25% added mineral            | .10     |
| Cod, sulphonated, 50% added mineral            | .09     |
| Linseed oil tks., c.l., zone 1                 | .169    |
| drums, l.c.l.                                  | .191    |
| Neatsfoot, 20° C.T.                            | .27 1/2 |
| Neatsfoot 30° C.T.                             | .23     |
| Neatsfoot, 40° C.T.                            | .16     |
| Neatsfoot, prime, drums                        | .16     |
| Neatsfoot, sulphonated, 75%                    | .16     |
| Olive, denatured, drs. gal.                    | .188    |
| Wolteries, Moellon                             | .13     |
| Artificial Moellon, 25% moisture               | .12     |
| Chamois Moellon                                | .10-12  |
| Common degras                                  | .11     |
| Neutral degras                                 | .22-24  |
| Sulphonated tallow, 75%                        | .11     |
| Sulphonated tallow, 50%                        | .09     |
| Sponging compound                              | .11     |
| Split oil                                      | .09     |
| Sulphonated spruce, 25% water                  | .14     |
| Petroleum Oils, 200 seconds visc. tks., f.o.b. | .11     |
| Petroleum Oils, 150 seconds visc. tks., f.o.b. | .13     |
| Petroleum Oils, 100 seconds visc. tks., f.o.b. | .11     |

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Steer Harness Leather Sides  
(Russet and black)

Stag Harness Leather Backs  
(Russet and black)

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## McElwain Low Bidder on 120,000 Pairs Navy Oxfords

J. F. McElwain Co., Nashua, N. H., was low bidder this week on Navy Invitation No. 6273 covering a total of 120,000 pairs of brown blucher oxfords. Eleven shoe manufacturers turned in bids which were opened in New York on March 28.

McElwain bid \$4.94 per pair on the total 72,024 pairs specified under Item 1A for delivery to the Brooklyn Naval Clothing Depot and \$5.12 per pair on the remaining 47,976 pairs listed under Item 1B for delivery to the Oakland, Cal., Naval Supply Center. Deliveries are scheduled for June, July and Aug., 1950. Following are bidders, quantities and prices:

| Bidder  | Quantity<br>(Pairs) | Price<br>(Pairs) |
|---|---------------------|------------------|
| Belleville Shoe Mfg. Co. 1B<br>Belleville, Ill. | 25,000              | \$5.534          |
| J. F. McElwain Co. . . 1A                       | 72,024              | 4.94             |
| Nashua, N. H. . . 1B                            | 47,976              | 5.12             |
| Endicott-Johnson Corp. . . 1A                   | 72,024              | 5.39             |
| Endicott, N. Y. . . 1B                          | 47,976              | 5.545            |
| H. C. Godman Co. . . 1A                         | 50,000              | 5.29             |
| Columbus, O. . . or 1B                          | 47,976              | 5.44             |
| John Foot Shoe Co. . . 1A                       | 36,000              | 5.24             |
| Brockton, Mass. . . 1B                          | 24,000              | 5.36             |
| Craddock-Terry Shoe<br>Corp. . . . . 1A         | 40,000              | 5.60             |
| Lynchburg, Va.                                  |                     |                  |
| W. L. Douglas Shoe Co. 1A                       | 30,000              | 5.09             |
| Scranton, Pa. . . or 1B                         | 30,000              | 5.21             |
| Doyl Shoe Co. . . . 1A                          | 24,000              | 5.1475           |
| Brockton, Mass. . . 1B                          | 24,000              | 5.1975           |
| General Shoe Corp. . . 1A                       | 60,000              | 5.68             |
| Nashville, Tenn. . . 1B                         | 47,976              | 5.77             |
| (total bid not more than 60,000 prs.)           |                     |                  |
| E. J. Givren Shoe Co. . . 1A                    | 60,000              | 5.54             |
| Rockland, Mass. . . 1B                          | 47,976              | 5.68             |
| (total bid not more than 60,000 prs.)           |                     |                  |
| Hubbard Shoe Co. Inc. 1A                        | 30,000              | 5.32             |
| Rochester, N. H. . . 1B                         | 30,000              | 5.44             |
| (bidding on max. of 30,000 prs.)                |                     |                  |

## WANT ADS

### Special Notices

### For Sale

1 Baker-Layton 6-ft. Double-Roll, Setting-out Machine with direct motor drive. In excellent condition. Address Z-30, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Illinois.

### Help Wanted

### Color Matcher

MUST BE thoroughly experienced in lacquer formulations. Knowledge of leather finishes is desirable. Must be sober, steady and able to take responsibility. This is an excellent opportunity for a good position at a good salary. In metropolitan area. Address Z-28, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

### Situations Wanted

### Leather Man

with wide business and sales background seeks new connection with an active leather firm. Now employed but future blocked. Hard worker who can handle responsibility. Excellent references. Address Z-29, c/o Leather and Shoes, 20 Vesey Street, New York 7, N. Y.

# HIDES and SKINS

Trading moderate in packer hides. Some advances noted. Packer calfskins steady but volume light. Market slow to moderate otherwise.

## Packer Hides

Another moderate week of business in the big packer market. Sellers continued to disprove talk of bearishness by firmly holding the price line. In fact they were successful in getting 1c advances in very light average light cows and on butt branded steers in some business. General trading steady, except for bulls, which were 1c lower. However, the bull business was no indication of the general market.

Activity confined largely to heavy native steers and branded steers. One seller holding a large number of kosher hides, mostly branded steers, cleaned house at steady money (before kosher discounts). Others went along at steady money on branded steers and heavy native steers but one packer moved 4,000 butt branded steers at 17 1/4c, 1c higher.

Branded cows, quiet this week, still wanted at steady money but could not be had at that price. Heavy cows are wanted at steady money. Other selections looked for at last prices, particularly very light average hides, such as the one car of Ft. Worth light native cows and extreme light native steers that sold at 28 1/2c FCB, up 1c.

## Small Packer Hides

Tanners buying ideas in this market are around 20 1/2 to 21c selected for 48/50 lb. average allweight native steers and cows. Ideas drop off sharply after this for the heavier weights, some 50/52 lb. averages ranging 20 to 21c, but 55 lb. averages quoted down as low as 19c selected. The heavier hides, around 58/60 lbs., are quotable around 18c selected, and

18c and down is quoted for 60 lbs. average and heavier.

In the Midwestern light hide market, quotations are around 22c for 46/47 lb. averages and up to 23c selected on 45 lb. average. Southwestern light average hides are figured at 25 1/2 flat for 43/44 lbs., and up to 26 1/2c flat for 40/42 lb. average. Asking prices generally about 1 to 1 1/2c higher than the above quotations of tanners. Small packer bulls figured around 15c selected, depending upon quality, in carload lots.

## Packer Calfskins

Some activity this week at slight advances in heavy skins, but the volume was small. One packer moved his March production of various points, including Northerns, Rivers and Southwesterns, the Northerns selling at 5c higher on the heavies, compared to last business, but 1c higher than the last business of similar skins by this seller.

Northern lights steady. Riverpoint heavies 1c higher, lights steady. Southwestern allweights steady. Other offerings were around the market, one packer offering Riverpoint skins at 1c higher than the trading levels of 62c for heavies and 59c for lights, established this week.

Northern light calfskins quoted unchanged at 61c FCB, or 61 1/2c Chicago basis for St. Paul production, with heavies figured at 64 1/2c FOB to 64 1/2c FOB, depending upon the point of production. New York trimmed packer calfskins quoted at \$3.75 for 3 to 4's, \$4.25 for 4 to 5's, \$5.00 for 5 to 7's, \$5.80 for 7 to 9's, and \$7.75 for 9 to 12's.

## Packer Kipskins

Big packer kip quiet this week. An offering of skins at 50c was still not taken, best bids being 47c. There isn't much around in the way of kipskins, which keeps the market strong.

Northern and Riverpoint native

kipskins quoted at 46 1/2 to 47c, depending upon point of production and selling basis. New York trimmed packer kipskins quoted at \$8.75 for 12 to 17's and \$9.75 for 17's and up.

## Country Hides

Mid-week indications in this market, showing a little better trend in big packer hides, caused sellers to put their asking prices higher, but

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STERN CAN COMPANY, INC.  
183 ORLEANS STREET EAST BOSTON 28, MASS.

| QUOTATIONS              |               |            |            |               |
|-------------------------|---------------|------------|------------|---------------|
|                         | Present       | Week Ago   | Month Ago  | Year Ago      |
| Native steers           | 18 1/2-24     | 18 1/2-24  | 19 -23 1/2 | 20 -23 1/2    |
| Ex. light native steers | 28            | 28         | 26 1/2     | 28 1/2        |
| Light native cows       | 24 1/2-26     | 24 1/2-26  | 24 -25 1/2 | 24 1/2-24 1/2 |
| Heavy native cows       | 20 1/2-22     | 20 1/2-22  | 20 -20 1/2 | 20 -20 1/2    |
| Native bulls            | 17            | 17 1/2 N   | 17         | 16 1/2        |
| Heavy Texas steers      | 17N           | 17N        | 17 1/2     | 19 1/2        |
| Light Texas steers      | 22 1/2 N      | 22 1/2 N   | 21 1/2     | 20 1/2        |
| Ex. light Texas steers  | 25N           | 25N        | 23         | 26 1/2        |
| Butt branded steers     | 17 -17 1/2    | 17N        | 17 1/2     | 19 1/2        |
| Colorado steers         | 16 1/2        | 16 1/2     | 17         | 19            |
| Branded cows            | 20 1/2-21     | 20 1/2-21  | 19         | 19 1/2        |
| Branded bulls           | 16            | 16 1/2 N   | 16         | 15 1/2        |
| Packer calfskins        | 64 1/2-64 1/2 | 61 -63 1/2 | 59 -61     | 50 -65        |
| Chicago city calfskins  | 42 -45        | 40 -42     | 35N        | 35            |
| Packer kipskins         | 47            | 47         | 42 1/2     | 42 1/2        |

## HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

|           | Close Mar. 20       | Close Mar. 23 | High For week | Low For week | Net Change |
|-----------|---------------------|---------------|---------------|--------------|------------|
| March     | ...                 | ...           | ...           | ...          | ...        |
| June      | 18.90B              | 19.08B        | 19.31         | 18.80        | -18        |
| September | 18.65B              | 18.75B        | 19.09         | 18.60        | -07        |
| December  | 18.43B              | 18.45B        | ...           | ...          | -02        |
| April     | 22.30N              | 22.10B        | ...           | ...          | +20        |
| July      | 22.65B              | 21.85B        | 22.20         | 22.00        | -20        |
| October   | 21.10B              | 21.30B        | ...           | ...          | -20        |
| January   | 20.80N              | 21.00N        | ...           | ...          | -20        |
|           | Total Sales 94 lots |               |               |              |            |

failed to make buyers respond any more than  $\frac{1}{4}$ c higher. The market level has gone to a  $17\frac{1}{2}$  to  $18\frac{1}{2}$  range, flat for 48/50 lb. average. The heavier hides bring less money, some 55 lb. average hides bringing bid prices of  $16\frac{1}{2}$ c, but sellers wanting 17 to  $17\frac{1}{2}$ c flat. Country and locker production hides around 45/47 lbs. are figured around 19c flat, some to  $19\frac{1}{2}$ c flat, depending upon quality, trimmed, FOB shipping points.

Glue hides (No. 3's) quotable around 14c with last trading reported at that price. Country bulls holding quiet, carload lots figured at  $11\frac{1}{2}$  to 12c, with small collections quotable around 10 to  $10\frac{1}{2}$ c.

### Country Calfskins

The city calfskin market is quotable around 42 to 45c nominal, depending upon quality. Some interest has been noted in this market, particularly on the better quality heavy skins, but offering prices hold around 45 to 50c, depending upon quality. Country untrimmed allweights are quotable in a range of 29 to 31c in carload lots depending upon quality. Offerings are up to 35c on country skins. Small collection lots of country calf quoted around 26c.

New York trimmed collector calfskins figured at \$3.30 for 3 to 4's, \$3.80 for 4 to 5's, \$4.35 for 5 to 7's, \$5.10 for 7 to 9's, and \$6.90 for 9 to 12's.

### Country Kipskins

There is a comparatively quiet market for country kip. Buyers feel that 26 to 27c ought to buy country kip but sellers, looking at a 47c big packer market, feel that 30c is a little more the tune. New York trimmed collector kipskins are quiet at \$7.90 for 12 to 17's and \$8.50 for 17's and up.

### Horsehides

Good demand for good horsehides, particularly the heavier selections, but tanners are willing to take them at a price. Buying ideas on the good quality Midwestern and Northern trimmed horsehides around 60 lbs. are holding up at \$10.50 to \$10.75, with 70 lb. hides quoted at \$11.00 to \$11.25 for similar points. Most offerings are mixed slaughter and fox farm production.

Fronts very slow. Market shaded

downward somewhat with quotations for good No. 1 Northerns around \$7.50 still bringing no business. Tanners do not want fronts and have done nothing about the offerings priced around the \$7.50 mark. Butts are in a better position, however, and have gone up somewhat in price. Good butts, basis 22 inches and up, quotable around \$4, with some very good quality large butts figured up to \$4.25, FOB shipping points.

### Sheep Pelts

Shearlings still moving in small amounts at steady money with accumulations slightly better. Big packers have no trouble in getting the top prices on their best quality shearlings. Fall clips have been slow, only because accumulations are slow, but still quotable at \$2.90 to \$3.15, depending upon quality.

Pickled skins remain slow and unchanged around \$12 for big packer production, per dozen. However, some have talked around \$11.50 for the big packer good skins, and around \$10 for some of the less desirable collections.

### Reptiles

Latest reports from India say market is very strong and prices going up. Not many offers received with some shippers talking from 93c to \$1.00 and even higher for Madras bark tanned whips, 4 inches up, averaging  $4\frac{1}{2}$  inches, 70/30 selection. Buyers' views around 90c. About 5,000 United Province whips, 4 inches up, averaging  $4\frac{1}{2}$  inches, 60/40 selection, sold at 81c.

Some business in cobras, 4 inches up, averaging  $4\frac{1}{2}$  inches, 80/20 selection, at 70c with some quarters stating that some sales were made at 72c, though most buyers slow to better the 70c figure and 73c now asked. Some 4 inches up, averaging 43 inches, 70/30 selection, held at 81c. Calcutta bark tanned water snakes, 3 inches up, averaging 34-35 inches as to shippers, held at 13c. Up to 40c asked for Calcutta oval grain lizards, 40/40/20 assortment and most buyers' ideas 35-36c although some sales were made at 38c. Agras, 8 inches up, averaging 94 inches, 80/20 selection, offered at 24c.

Not much doing in Siam market.

Aers, 8 inches up and 30 minimum, about 5-lbs. offered at 28c and 2.6 kilos at 30c while chouyres, 8 inches up, 2.6 kilos available at 50c, but buyers not returning any counter bids. Some spot lots aers available at 30c. Ring lizards salable at a price but offers lacking as Europe operating and paying very high prices. A couple thousand inches Siam crocodiles, 12 inches up, averaging 16/17 inches, sold at \$1.10 and up to \$1.15 asked on additional lots. Brazil back cut tejus held at 60c for 20/60/20 assortment and 92c asked for giboias, fob, basis.

### Dry Sheepskins

Little change in the wool sheep markets. With points continuing firm, few sales can be confirmed to this country. Europe seems to be operating in most of these markets and meeting sellers' ideas of value. Cables from Australia say that at the last Sydney sales, sheepskin market was irregular but on the average was without change. Further sales reported of Punta Arenas frigorifico sheep and shearlings and while destination was not confirmed, believed to England as the sale was made in sterling.

75,000 sheep and 30,000 shearlings involved in the late sale of Rio Seco frigorifico skins at a price said to figure slightly better than 43c per lb., fob. Some quarter wool sheepskins are held at 41c per lb., fob, which is considered too high.

### Goatskins

Market continues slow. European buyers dominate most markets with American tanners resisting high asking prices. Southern India market has eased. A parcel of 1.90/2.00 lb. Southern Indias reported sold at \$13.00 per dozen c&f, indicating basis price of \$12.00 for 1.70/1.80 lb. skins. Coconadas offered at \$13.00 for 1.80/1.90 lb. skins, a basis price of \$12.50. Karachi Amritsar market also easier with offerings down to \$11.75 for 1200 lb. skins. Some River types Chinas reported at 72-74c per lb. for 1.00 to 1.10 lb. skins. Northern Chinese skins at \$12.00 per dozen c&f for 1.75 lb. skins. Market generally difficult in China. Red Kanos goatskins offered recently around \$1.26-\$1.27 per lb., basis the primes.

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## FINNACE

### The Borden Co.

The Borden Co., New York City, reports its chemical business dropped last year from sales and profit levels reached in 1948. Total sales of the company and consolidated subsidiaries were \$613,763,267, about 5.5 percent less than the 1948 record of \$649,592,375. Theodore G. Montague, president, stated that over-all volume of goods was maintained with the reduction in dollar sales resulting from lower selling prices.

Net income of \$21,890,479 was the best in the company's history and four percent higher than the \$19,179,427 earned in 1948. This was equal to \$5.10 per share as against \$4.46 per share a year ago. Rate of profit was 3.57 cents of the sales dollar as compared with 2.95 cents in 1948 and the 20-year average of 3.30 cents. Dividend payments of \$11,593,320 were the highest in 18 years. Dividends in 1949 were \$2.70 per share as compared with \$2.55 the year before.

### A. S. Beck Shoe Corp.

A substantial increase in net income, despite decline in volume of sales, was recorded last year by A. S. Beck Shoe Corp. and subsidiaries, according to the annual report for the year ended Dec. 31, 1949. Consolidated net income for 1949 was \$1,089,192, equal after preferred dividends to \$2.08 per share on common stock, compared with \$747,392, or \$1.25 per common share in 1948. The Shoe Corp. of America owns the controlling interest in the A. S. Beck Shoe Corp. and subsidiaries.

Consolidated net sales, exclusive of inter-company sales, totaled \$39,622,800 in 1949, a decline of 6.2 per cent from sales of \$42,234,829 in the preceding year. The decrease was "due chiefly to a reduction in the average retail prices per unit, and to lower sales of rubber foot-wear resulting from weather conditions not favorable to the sales of such commodities," Schiff said.

Production of men's and women's shoes in the corporation's own factories totaled 3,874,401 pairs in 1949, against 4,236,320 pairs in 1948. However, the report added, under a new program initiated by the company, purchases of women's shoes from unaffiliated manufacturers were increased during the past year.

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First in Advertising

## WANT ADS

### ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

**THE RUMPF PUBLISHING CO.**  
300 W. Adams St. Chicago 6

### Special Notices

### Work Glove Shop Wanted

WORK GLOVES SHOP—wanted to buy anywhere in the United States. Please send a full description of equipment and the styles of gloves made. Address C-16, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Plant Wanted

MEDIUM SIZE TANNERY or finishing plant, preferably in the neighborhood of New York City, wanted for rent. Write details to: C-14,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

**WANTED**  
Dyes—Chemicals—Extracts  
Bichromates—Oils—Waxes  
Greases—Residues  
By-Products—Wastes  
**CHEMICAL SERVICE CORP.**  
80-02 Beaver St., New York 5, N.Y.

### Agents Wanted

MANUFACTURER of a high quality line of finishes for the shoe manufacturing and the shoe findings trades seeks additional sales agents. Many good territories still open. Address D-1, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Situations Wanted

### Cutting Room Foreman

Available at once. Thorough knowledge leather and all types of women's shoes. For history and references write Box Z-27, Leather and Shoes, 10 High St., Boston 10, Mass.

### Kid (calf) Suede

PRODUCTION MAN, technician, tanner, suede finisher, college education, Veteran II, age 42. Understands tanning—layout, equipment, machinery, lab, data, skin histology. Can get along with the help, keep cost economical. Has good record of saleable leather; can start subject from scratch or supervise existing manufacture. Remuneration request reasonable. Address M-6, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Help Wanted

### Tanner

WANTED Experienced Tanner, Mechanical, Hydraulic and Industrial Leathers, Chrome and Combination Tanned. Write full qualifications.

Address C-9,  
c/o Leather and Shoes,  
300 W. Adams St., Chicago 6, Ill.

WANTED—Man who is fully experienced in the manufacture of men's leather palm work gloves, one who could take full charge and who could break in new help. Must be free to locate himself either in the South or Middle West. State full experience in first letter, giving past experience and where last employed. All replies treated strictly confidential. Address C-17, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

IF YOU ARE LOOKING FOR A REGULAR SOURCE OF SUPPLY, WE PRODUCE REGULARLY WHOLE HIDE PICKLE SPLITS AND ALSO LIME SIDE SPLITS.

PLEASE WIRE, PHONE, OR WRITE YOUR INQUIRIES

**COLONIAL TANNING CO.,**  
HIDE DEPARTMENT

207 South Street

Boston, Mass.

# Coming Events

April 16-20, 1950—Shoe Manufacturers' Fall Opening. Hotel New Yorker, New York City. Eugene A. Richardson Associates.

April 23-30, 1950—Fall Shoe Show, sponsored by Tri-State Shoe Travelers' Assn. Hotel Statler, Buffalo, N. Y.

April 23-27, 1950—Fall Showing, sponsored by St. Louis Shoe Manufacturers Assn., Hotel Statler and other hotels, St. Louis.

May 1-4, 1950—Early Fall Opening, Guild of Better Shoe Manufacturers. Member Show Rooms, New York City.

May 6-10, 1950—Fall Shoe Show, sponsored by Pennsylvania Shoe Travelers' Assn. William Penn and Fort Pitt Hotels, Pittsburgh, Pa.

May 7-10, 1950—Fall Shoe Show sponsored by Southwestern Shoe Travelers Assn. Adolphus, Baker and Southland Hotels, Dallas, Tex.

May 7-10, 1950—15th semi-annual showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

May 14-18, 1950—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

May 19-20, 1950—Annual Convention, North American Shoe Superintendents' and Foremen's Assn. Hotel McAlpin, New York, and Brooklyn Clubhouse.

May 21-24, 1950—Annual fall shoe showing of West Coast Shoe Travelers' Assn. Sir Francis Drake, Plaza and St. Francis Hotels, San Francisco, Cal.

May 22, 1950—Spring Meeting, National Hide Assn., Hotel Statler, Boston, Mass.

May 25-26, 1950—Spring Meeting, Tanners' Council of America. Hotel Traymore, Atlantic City, N. J.

May 31-June 2, 1950—1950 Convention of American Leather Chemists Assn., French Lick, Ind.

June 4-5-6, 1950—Indiana Shoe Travelers' Association Fall Show, Hotel Severin, Indianapolis, Indiana.

July 23-26, 1950—Baltimore Shoe Club Show, Lord Baltimore Hotel, Baltimore, Maryland.

June 24-28, 1950—Mid-Atlantic Shoe Show, sponsored by the Middle Atlantic Shoe Retailers Assn. The Benjamin Franklin Hotel, Philadelphia, Pa.

Sept. 6-7, 1950—Official opening of American Leathers for Spring, sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, N. Y.

Oct. 25, 1950—Annual Fall Convention, National Hide Assn. Edgewater Beach Hotel, Chicago.

Oct. 26-27, 1950—Annual Fall Meeting, Tanners' Council of America. Edgewater Beach Hotel, Chicago.

# IDEATHIS

## Dr. Herbert M. Kaufmann

... 80, chairman of the board of Mutual Chemical Co. of America, New York, died March 20 at his home in New York City after a short illness. Born in Philadelphia in 1870, he graduated as a chemist at the age of 18 from the University of Pennsylvania and continued his studies abroad. He moved to New York City in 1909.

Dr. Kaufmann joined the Mutual Co. of Jersey City in 1896 as chemist, superintendent and works manager. When that firm, then a major factor in the chromium chemical industry, merged in 1908 with American Chrome Co. to form the present Mutual Chemical Co. of America, he continued active in the business. He served as president from 1933 to 1943 and chairman of the board since that time.

He was a member of the Advisory Committee of the 42nd St. Branch of the Chase National Bank and served as a director with the former Phosphate Mining Co. He leaves his wife, Lillian; and two daughters, Marion K. Haldenstein and Helen K. Lippmann; and six grandchildren. A son, Herbert, died in 1945.

## Michael S. Kryzanek

... 65, retired leather foreman, died March 22 at his home in Milwaukee. Born in Poland, Kryzanek came to Milwaukee when he was 14 and was associated with Pfister & Vogel Tanning Co. for 30 years. Before retiring 10 years ago, he was employed at Albert Trostel & Sons Co. for eight years. He leaves his wife, Josephine; two sons, Edward and Clement; a daughter, Mrs. Norbert Schroeder; and a brother, Joseph.



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# BALANCE

IN CALFSKIN

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